

ROYAL BANK OF SCOTLAND GROUP PLC

Form 6-K

November 07, 2013

Report of Foreign Private Issuer

Pursuant to Rule 13a-16 or 15d-16 of  
the Securities Exchange Act of 1934

7 November 2013

**The Royal Bank of Scotland Group plc**

Gogarburn  
PO Box 1000  
Edinburgh EH12 1HQ  
Scotland  
United Kingdom

(Address of principal executive offices)

Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F.

Form 20-F X

Form 40-F \_\_

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1):\_\_

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Indicate by check mark whether the registrant by furnishing the information contained in this Form is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.

Yes \_\_

No X

If "Yes" is marked, indicate below the file number assigned to  
the registrant in connection with Rule 12g3-2(b): 82-\_\_\_\_\_

This report on Form 6-K shall be deemed incorporated by reference into the company's Registration Statement on Form F-3 (File Nos. 333-184147 and 333-184147-01) and to be a part thereof from the date which it was filed, to the extent not superseded by documents or reports subsequently filed or furnished.

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## 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', 'believes', 'should', 'intend', 'plan', 'could', 'probability', 'risk', 'Value-at-Risk (VaR)', 'target', 'goal', 'objective', 'will', 'endeavour', 'outlook', 'optimistic', 'prospects' and similar expressions or variations on such expressions.

In particular, this document includes forward-looking statements relating, but not limited to: the Group's restructuring and new strategic plans, divestments, capitalisation, portfolios, net interest margin, capital ratios, liquidity, risk-weighted assets (RWAs), return on equity (ROE), profitability, cost:income ratios, leverage and loan:deposit ratios, funding and risk profile; discretionary coupon and dividend payments; certain ring-fencing proposals; sustainability targets; regulatory investigations; the Group's future financial performance; the level and extent of future impairments and write-downs, including sovereign debt impairments; and the Group's potential exposure to political risks and to various types of market risks, such as interest rate risk, foreign exchange rate risk and commodity and equity price risk. These statements are based on current plans, estimates and projections, and are subject to inherent risks, uncertainties and other factors which could cause actual results to differ materially from the future results expressed or implied by such forward-looking statements. For example, certain market risk disclosures are dependent on choices about key model characteristics and assumptions and are subject to various limitations. By their nature, certain of the market risk disclosures are only estimates and, as a result, actual future gains and losses could differ materially from those that have been estimated.

Other factors that could cause actual results to differ materially from those estimated by the forward-looking statements contained in this document include, but are not limited to: global economic and financial market conditions and other geopolitical risks, and their impact on the financial industry in general and on the Group in particular; the ability to implement strategic plans on a timely basis, or at all, including the disposal of assets to be included in the internal "bad bank" and the disposal of certain other assets and businesses as stated in the new strategic plan or required as part of the State Aid restructuring plan; the achievement of capital and costs reduction targets; ineffective management of capital or changes to capital adequacy or liquidity requirements; organisational restructuring in response to legislative and regulatory proposals in the United Kingdom (UK), European Union (EU) and United States (US); the ability to access sufficient sources of capital, liquidity and funding when required; deteriorations in borrower and counterparty credit quality; litigation, government and regulatory investigations including investigations relating to the setting of LIBOR and other interest rates and foreign exchange trading activities; costs or exposures borne by the Group arising out of the origination or sale of mortgages or mortgage-backed securities in the US; the extent of future write-downs and impairment charges caused by depressed asset valuations; the value and effectiveness of any credit protection purchased by the Group; unanticipated turbulence in interest rates, yield curves, foreign currency exchange rates, credit spreads, bond prices, commodity prices, equity prices and basis, volatility and correlation risks; changes in the credit ratings of the Group; changes to the valuation of financial instruments recorded at fair value; competition and consolidation in the banking sector; the ability of the Group to attract or retain senior management or other key employees; regulatory or legal changes (including those requiring any restructuring of the Group's operations) in the UK, the US and other countries in which the Group operates or a change in UK Government policy; changes to regulatory

requirements relating to capital and liquidity; changes to the monetary and interest rate policies of central banks and other governmental and regulatory bodies; changes in UK and foreign laws, regulations, accounting standards and taxes, including changes in regulatory capital regulations and liquidity requirements; the implementation of recommendations made by the Independent Commission on Banking and their potential implications and equivalent EU legislation; impairments of goodwill; pension fund shortfalls; general operational risks; HM Treasury exercising influence over the operations of the Group; reputational risk; the ability to access the contingent capital arrangements with HM Treasury; the conversion of the B Shares in accordance with their terms; limitations on, or additional requirements imposed on, the Group's activities as a result of HM Treasury's investment in the Group; and the success of the Group in managing the risks involved in the foregoing.

The forward-looking statements contained in this document speak only as of the date of this announcement, and the Group does not undertake 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 solicitation of any offer to buy any securities or financial instruments or any advice or recommendation with respect to such securities or other financial instruments.

## Presentation of information

### Non-GAAP financial information

The directors manage the Group's performance by class of business, before certain reconciling items, as is presented in the segmental analysis in Appendix 2 (the "managed basis"). Discussion of the Group's performance focuses on the managed basis as the Group believes that such measures allow a more meaningful analysis of the Group's financial condition and the results of its operations. These measures are non-GAAP financial measures. A body of generally accepted accounting principles such as IFRS is commonly referred to as 'GAAP'. A non-GAAP financial measure is defined as one that measures historical or future financial performance, financial position or cash flows but which excludes or includes amounts that would not be so adjusted in the most comparable GAAP measure. Reconciliations of these non-GAAP measures are presented throughout this document or in the segmental analysis in Appendix 2. These non-GAAP financial measures are not a substitute for GAAP measures. Furthermore, RBS has divided its operations into "Core" and "Non-Core". Certain measures disclosed in this document for Core operations and used by RBS management are non-GAAP financial measures as they represent a combination of all reportable segments with the exception of Non-Core. In addition, RBS has further divided parts of the Core business into "Retail & Commercial" consisting of the UK Retail, UK Corporate, Wealth, International Banking, Ulster Bank and US Retail & Commercial divisions. This is a non-GAAP financial measure. Lastly, the Basel III net stable funding ratio, fully loaded Basel III ratio, liquidity coverage ratio, stressed outflow coverage and further metrics included in the Risk and balance sheet management section and Appendix 1 of this document represent non-GAAP financial measures given they are metrics that are not yet required to be disclosed by a government, governmental authority or self-regulatory organisation.

### Revisions

#### Direct Line Group

The Group sold the first tranche of ordinary shares representing 34.7% of the share capital of DLG in October 2012 via an Initial Public Offering. On 13 March 2013, the Group sold a further 16.8% of ordinary shares in DLG and ceded control. This fulfilled the Group's plan to cede control of DLG by the end of 2013. On 20 September 2013, the Group sold a further 20% of the ordinary shares in DLG which is a further step towards complete disposal by the end of 2014, as required by the European Commission.

The Group now holds 28.5% of the issued ordinary share capital of DLG. Consequently, in the Group results DLG is treated as a discontinued operation until 12 March 2013 and as an associated undertaking thereafter, with associate income reported in Group Centre from 13 March 2013.

### Revised allocation of Business Services costs

In the first quarter of 2013, the Group reclassified certain costs between direct and indirect expenses for all divisions. Comparatives have been restated accordingly; the revision did not affect total expenses or operating profit.

### Implementation of IAS 19 'Employee Benefits' (revised)

The Group implemented IAS 19 with effect from 1 January 2013. IAS 19 requires: the immediate recognition of all actuarial gains and losses; interest cost to be calculated on the net pension liability or asset at the long-term bond rate, such that an expected rate of return will no longer be applied to assets; and all past service costs to be recognised immediately when a scheme is curtailed or amended. Implementation of IAS 19 resulted in an increase in the loss after tax of £21 million for the quarter ended 30 September 2012 and £63 million for the nine months ended 30 September 2012. Prior periods have been restated accordingly.



## Presentation of information

### Revisions (continued)

#### Implementation of IFRS 10 'Consolidated Financial Statements'

The Group implemented IFRS 10 with effect from 1 January 2013. IFRS 10 adopts a single definition of control: a reporting entity controls another entity when the reporting entity has the power to direct the activities of that other entity so as to vary returns for the reporting entity. IFRS 10 requires retrospective application. Following implementation of IFRS 10, certain entities that have trust preferred securities in issue are no longer consolidated by the Group. As a result there has been a reduction in non-controlling interests of £0.5 billion with a corresponding increase in Owners' equity (Paid-in equity); prior periods have been restated accordingly.

**Condensed consolidated income statement**

for the period ended 30 September 2013

	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012*	2013	2012*
	£m	£m	£m	£m	£m
Interest receivable	4,207	4,281	4,456	12,767	14,091
Interest payable	(1,427)	(1,514)	(1,647)	(4,550)	(5,462)
<b>Net interest income</b>	<b>2,780</b>	<b>2,767</b>	<b>2,809</b>	<b>8,217</b>	<b>8,629</b>
Fees and commissions receivable	1,382	1,392	1,400	4,090	4,335
Fees and commissions payable	(238)	(250)	(209)	(698)	(589)
Income from trading activities	444	949	334	2,508	1,201
Gain/(loss) on redemption of own debt	13	242	(123)	204	454
Other operating income/(loss)	35	720	(252)	1,367	(692)
<b>Non-interest income</b>	<b>1,636</b>	<b>3,053</b>	<b>1,150</b>	<b>7,471</b>	<b>4,709</b>
<b>Total income</b>	<b>4,416</b>	<b>5,820</b>	<b>3,959</b>	<b>15,688</b>	<b>13,338</b>
Staff costs	(1,895)	(1,840)	(1,987)	(5,622)	(6,532)
Premises and equipment	(544)	(548)	(550)	(1,648)	(1,640)
Other administrative expenses	(1,103)	(1,418)	(1,193)	(3,284)	(3,087)
Depreciation and amortisation	(338)	(349)	(421)	(1,074)	(1,304)
<b>Operating expenses</b>	<b>(3,880)</b>	<b>(4,155)</b>	<b>(4,151)</b>	<b>(11,628)</b>	<b>(12,563)</b>
<b>Profit/(loss) before impairment losses</b>	<b>536</b>	<b>1,665</b>	<b>(192)</b>	<b>4,060</b>	<b>775</b>
Impairment losses	(1,170)	(1,117)	(1,176)	(3,320)	(3,825)
<b>Operating (loss)/profit before tax</b>	<b>(634)</b>	<b>548</b>	<b>(1,368)</b>	<b>740</b>	<b>(3,050)</b>
Tax charge	(81)	(328)	(3)	(759)	(402)
<b>(Loss)/profit from continuing operations</b>	<b>(715)</b>	<b>220</b>	<b>(1,371)</b>	<b>(19)</b>	<b>(3,452)</b>

(Loss)/profit from discontinued operations, net of tax					
- Direct Line Group	-	-	62	<b>127</b>	167
- Other	<b>(5)</b>	9	5	<b>6</b>	6
<b>(Loss)/profit from discontinued operations, net of tax</b>	<b>(5)</b>	9	67	<b>133</b>	173
<b>(Loss)/profit for the period</b>	<b>(720)</b>	229	(1,304)	<b>114</b>	<b>(3,279)</b>
Non-controlling interests	<b>(6)</b>	14	3	<b>(123)</b>	28
Preference share and other dividends	<b>(102)</b>	(101)	(104)	<b>(284)</b>	(186)
<b>(Loss)/profit attributable to ordinary and B shareholders</b>	<b>(828)</b>	142	(1,405)	<b>(293)</b>	<b>(3,437)</b>
Basic and diluted (loss)/earnings per ordinary and B share from continuing operations	<b>(7.4p)</b>	1.2p	(13.3p)	<b>(3.6p)</b>	<b>(32.8p)</b>
Basic and diluted (loss)/earnings per ordinary and B share from continuing and discontinued operations	<b>(7.4p)</b>	1.2p	(12.7p)	<b>(2.6p)</b>	<b>(31.3p)</b>

\* Restated - see page 76.

**Core summary consolidated income statement**

for the quarter ended 30 September 2013

	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012	2013	2012
	£m	£m	£m	£m	£m
Net interest income	2,826	2,751	2,732	8,286	8,450
Non-interest income	2,187	2,423	2,776	6,969	8,473
<b>Total income</b>	<b>5,013</b>	5,174	5,508	<b>15,255</b>	16,923
<b>Operating expenses</b>	<b>(3,141)</b>	(3,243)	(3,261)	<b>(9,600)</b>	(10,169)
<b>Profit before impairment losses</b>	<b>1,872</b>	1,931	2,247	<b>5,655</b>	6,754
Impairment losses	(589)	(719)	(752)	(1,908)	(2,305)
<b>Operating profit</b>	<b>1,283</b>	1,212	1,495	<b>3,747</b>	4,449
<b>Key metrics</b>					
<b>Core performance ratios</b>					
- Net interest margin	2.24%	2.21%	2.15%	2.21%	2.15%
- Cost:income ratio	63%	63%	59%	63%	60%
- Return on equity	7.7%	7.2%	8.8%	7.5%	9.2%

Analysis of results is set out on pages 19 to 27.

## Chief Executive's message

This is my first message to you as Chief Executive. I took on the job because I believe we can make this a great bank for our customers. That's also the best way to make RBS an attractive investment and a good place to work for all our employees. As I write today, we still have a long way to travel to achieve all of these goals.

We are a bank with a significant international reach but the UK is our home. It accounts for the majority of our income and it's where our reputation for customer service, community support and corporate governance will be won or lost. It is also the place where we have the most opportunity to build long-term shareholder value. We have unique responsibilities to the UK and meeting them will have financial rewards for our business.

Our purpose is to serve our customers and to meet more of their financial needs. And we need to find a way to serve them from a more efficient, effective and agile business platform than the one we have today. I will provide full details in February 2014 on how we intend to do this. Today, I want to set out my assessment of our current performance and the management actions we must take on capital and risk to ensure nothing distracts us from the task of making this a great customer bank again.

## Recent performance

Our third quarter results show the areas where the bank is making progress and those where we still have more to do. I joined RBS just over a year ago because I respect Stephen Hester and admired the work he and his team had done to bring this bank back from the brink. I have seen at first hand both the scale of the challenge they took on and the success they had in what will go down as a remarkable corporate rescue. This has been a major achievement.

I know, however, that a balance sheet clean-up does not make a great bank on its own. We have posted our seventh consecutive quarterly operating profit today. But for the most part our improved profitability is driven by a fall in impairments rather than an increase in income. Revenue growth in our main business franchise - UK Retail and Commercial - is not what we would like it to be at this point in our recovery. I'm encouraged that costs are down 8% on last year, but they are still unsustainably high. Our Core Return on Equity was 7.7% in Q3 2013 - down from 8.9% and 9.3% for the full year 2012 and 2011 respectively. We must do better and we can do better.

RBS is a very complex business that is difficult for our employees and the outside world to navigate. But the heart of our performance problem is quite easy to understand: we make it too hard for customers to do business with us and too hard for our people to serve those customers well.

Our personal customers do only part of their everyday banking with us and there is no reason why we can't do more to support more of our customers' needs. We still receive far too many complaints, often on issues that would never arise if our systems and processes were more effective. We are the biggest backer of small businesses in the UK. Every year we speak to thousands of potential new small business customers but at the moment we don't convert enough of those conversations into actual new loans. And we haven't made the most of the opportunities in our international network by connecting the different parts of our corporate franchise to the needs of our customers. There is a big opportunity here and we are already beginning to seize it. The restructuring of our investment bank to lower its risk profile is in full swing and it is encouraging to see some signs of delivery from the business focus on our corporate and institutional customers.

No-one is more frustrated by this gap between our potential and our performance than our own people. I will make turning this situation around the top priority of everyone at RBS. We must become a company that knows what it means to obsess about our customers. This is a fundamental challenge that will involve the whole organisation.

## Chief Executive's message

### Improving our customer performance - February 2014

So realising the full potential of our customer businesses is now our major challenge and opportunity. I am confident that we can do it. The potential I saw in the Retail Bank exists across the other businesses - strong market positions, stable businesses and good staff who are eager to serve the customer better. I have launched a full review of our ongoing businesses that places the needs of our customers at its centre. It will consider three broad areas:

- 1) What can we do to meet more of our customers' needs and make ourselves simple and easy to do business with?
- 2) How do our operations and IT systems function for the benefit of customers? How do our core systems help or impede our employees in their work for customers?
- 3) How well does RBS work together as an organisation built to serve our customers? What can we do to make life simpler for employees and how can we simplify things so the whole of RBS can be greater than the sum of its parts?

The business review will also capture the tough calls on costs where they are needed to improve the performance and effectiveness of the bank. We currently have a cost:income ratio of 65%. That means we only have 35p left from every £1 we earn to invest in making our business better for customers and improving returns for shareholders. Our cost:income percentage needs to be down in the mid 50s. I will announce a new plan for the way the bank serves its customers around the time of our full year results in February 2014. That plan will require full focus from all our people.

### Good Bank/Bad Bank Review

While everyone at RBS has been working hard for the last five years and the vast bulk of our balance sheet restructuring is now complete, we still have some hard work ahead of us. An important early challenge for me is to resolve the remaining legacy issues that have taken up a lot of the top management's time for the last few years. Without doing so we will not make the most of the plan I will set out in February.

Five years ago, our Non-Core assets totalled £258 billion. Through the good bank/bad bank review we have, over the last few months, been working with our major shareholder, the UK Government and their advisers to assess how far we've come in tackling the assets that continue to be a drag on our performance. We have a richer shared understanding of where we are today than we would have if we had not applied the rigour of this process. It is important for investors, regulators, and the management of the company that we have an agreed, robust assessment of our problematic assets.

We worked closely with HM Treasury and their advisers and identified a pool of £38 billion that we agreed would be a drag on our performance. These assets consume 20% of our capital and are made up predominantly of the most high risk assets we have in RBS.



## Chief Executive's message

### Good Bank/Bad Bank Review (continued)

Through this review it has become clear that the effort, risk and expense involved in the creation of an external bad bank is not justified. The good bank/bad bank review has from the start been carried out in conjunction with the Prudential Regulation Authority (PRA). This has allowed us to address our shared objective of identifying ways in which to strengthen the capital position of the bank, speed up the recovery in our core UK businesses and accelerate the path to privatisation. The options open to the Group have been debated extensively by the Board and the Board has decided that RBS should take the actions we are announcing today.

One of the first steps we are taking is to create an internal "bad bank" to manage these assets down so as to release capital. Our goal is to remove between 55% and 70% of these assets over the next two years. While there is inevitable uncertainty associated with running down such assets, we have a clear aspiration to remove all these assets from the balance sheet in three years. Our track record in delivering the Non-Core run-down to date should give everyone confidence that we can deliver on this plan. It will be called RBS Capital Resolution Group and will have strong and transparent governance and disclosure via an oversight committee which reports regularly to the main Board.

Disposing of these assets over a shorter timeframe will reduce the value we can expect to recover, and will lead to accelerated and increased impairments. This will result in an immediate reduction in our expected loss capital deduction. The net impact of this on our CT1 capital ratio today is a reduction of c.10 basis points. However, by the end of 2016 we anticipate an incremental £35 billion reduction in RWAs; and a net incremental improvement in our CT1 ratio and a strong improvement in our stressed capital ratio. This is the right thing to do as we sharpen our focus on our customer businesses, which account for over 90% of our assets.

### Actions to improve our capital

Great banks have strong liquidity and capital positions. Our liquidity position is already strong without question. I also want to dispel any impression that RBS is travelling light on capital.

The Board has decided to lift our capital targets and take new actions in order to meet them. There are three drivers of our decisions:

1. You only have to pick up the newspaper every day to know that the sector faces capital risks from the continued cost of litigation and charges for bad conduct with our customers. As we have been disclosing for some time, we are squarely in the mix on some of the issues that have proved expensive elsewhere. The only option is to plan to carry more capital so we can absorb these costs as we work to put things right for customers.
2. The PRA has established a capital regime which gives it sufficient scope to vary capital requirements based on its assessment of the risk an individual bank poses to the UK financial system. Having completed a consultation period with relevant institutions, the PRA is expected to publish finalised rules for the new capital regime in December 2013. We expect that the PRA will require banks to hold a higher quality of capital in greater amounts and it is therefore prudent that RBS respond in a pro-active manner.
3. The current pace of momentum in our core businesses means we are not rebuilding capital as quickly as we planned.

## Chief Executive's message

### Actions to improve our capital (continued)

There is a range of possible outcomes on the actual capital position at different points in time. It is our prudent judgment that RBS should now be targeting a fully loaded Basel III Core Tier 1 ratio of c.11% by the end of 2015, rising to 12% or beyond by the end of 2016 - an increase of 300 basis points from our current position.

In order to meet our new capital targets we are announcing several new actions today:

We will accelerate our divestment of Citizens with a partial IPO now planned for next year. We plan to fully divest the business by the end of 2016. It is a good business, with the potential to build profitability and its own shareholder base, but it's not one that is an essential element of our strategy. The rationale for the original IPO holds and we envisage secondary sell-downs to complete the process, as we have done successfully with Direct Line Group.

Across the business we are intensifying management action to reduce risk-weighted-assets. The creation of our internal bad bank will on its own have a significant positive impact on our capital in the latter period of its rundown. The reduction of risk-weighted assets should position us safely above regulatory requirements and alongside the world's strongest financial institutions.

### Ulster Bank

Like all of our businesses, Ulster Bank will form part of our February 2014 review. Subject to regulatory approval, a number of Ulster Bank assets (approximately £9 billion) will be managed by the "bad bank" and run down. But we also need to have full confidence that the rest of the Ulster Bank business is doing all it can for its customers and is playing its part within the wider company. We need to ensure that we have a viable and sustainable business model for Ulster Bank as part of this review. It's an important business for the whole island of Ireland and we understand the need to get this right.

### Dividend Access Share

We are in advanced discussions with the UK Government about the removal of the Dividend Access Share. We are making very good progress in dealing with this issue which I know is important to many current and prospective investors in the company.

### Lending

Today Sir Andrew Large will publish the summary of his review into lending to small and medium-sized businesses, which we commissioned earlier this year. The picture he will paint will not be an entirely comfortable one, but it's one we have to confront. I know that a successful, vibrant, and well-regarded SME bank is central to the overall value and reputation of this company. We must ensure our policies, processes and systems help our people to do the best job they can for customers and shareholders in this area. Our aim is to become the number one bank for SME customer service in the UK – including as measured in a new survey of SMEs by the Federation of Small Businesses and the British Chambers of Commerce – and to grow our lending along the way.

We have taken a number of steps to change and improve the way we do business but the Large review will show that there is significantly more we can do to expand our lending to small and medium-sized businesses. More recently, some of our competitors have managed to increase their lending in this area while we continue to contract. The detailed report will be published in one month's time. Its thematic findings are difficult to argue with and we will address all of the detailed issues it raises in the comprehensive business review I mentioned earlier in this letter.

## Chief Executive's message

### Conclusion

We now have a shared vision for the bank that includes the Board, our principal prudential regulator and the UK Government. I believe this is beneficial for all of our shareholders. The actions we are announcing today, when complete, will create a less complex, more effective customer business capable of delivering returns that will be attractive to prospective shareholders. They will create a bank that can reward the faith of UK taxpayers and all our investors.

RBS has made a lot of progress since 2009. As ever with any long and difficult job, a degree of weariness and even defensiveness has crept in. We have got to move on as a company. The bar has been set at a higher level for RBS than for other UK banks because we were rescued at the public's expense. I have asked all our people to embrace the higher expectations that people have placed on our bank. That's the only way we will build a really great business for our customers, our people and our shareholders. That's my aim.

Ross McEwan

1 November 2013

## Relationship with HM Treasury

Following the Report from the UK Parliamentary Commission on Banking Standards in June 2013, HMT announced its intention to conduct a “good bank”/“bad bank” review in relation to RBS. Throughout this review, the Group worked closely with HMT and its advisors to consider whether the separation and transfer of a pool of the Group’s assets into an external “bad bank” was in the interests of the Group, HMT and the Group’s other shareholders. As the review progressed, it became clear that the benefit of removing those assets from the Group to an external bad bank would not justify the effort, risk and expense which such separation would entail.

During this process, HMT and the PRA proposed certain actions for consideration by the Board. Key elements of these proposals were already being contemplated by the Board. In conjunction the Group has also been having discussions, initiated by the PRA, in relation to its capital planning and actions which the Group might take to enhance its capital position.

Separately, the Group’s new executive management team has been reviewing with the Board, and continues to review, the Group’s strategy including its business mix, operating structure and cost base. This has included a review of the Group’s current capital plan and market guidance with a view to improving the Group’s capital strength in the light of potential regulatory changes, conduct and litigation headwinds and other developments which may impact the Group’s future capital position.

Throughout this period, the Board has met several times to discuss these issues, determine how best to approach them and ultimately to take decisions in the interests of all of the Group’s shareholders and other stakeholders in accordance with its statutory duties. The announcement on 1 November 2013 relating to the Group’s strategy as well as revised guidance on the Group’s capital targets reflect the Board’s decisions.

## Internal Bad Bank

### Background

In June 2013, in response to a recommendation by the Parliamentary Commission on Banking Standards, the UK Government announced that it would review the case for an external “bad bank” to deal with RBS’s legacy and poorly-performing assets, based on three objectives:

accelerating the return of RBS to the private sector;  
supporting the British economy; and  
getting best value for the taxpayer.

Following this announcement, RBS worked closely with HMT and its advisers and identified a pool of c.£38 billion of assets with particularly high long-term capital intensity and/or potentially volatile outcomes in stressed environments.

HMT is publishing the results of its own review separately. The review concluded that the effort, risk and expense involved in the creation of an external bad bank could not be justified.

The options open to the Group for addressing its highest risk assets were reviewed and debated extensively by the Board, which decided to create an internal “bad bank” (“IBB”) to manage these assets down so as to release capital. The IBB will bring assets under common management and increase focus on the run down (much as Non-Core does now).

Based on the July 2013 forecast of the 31 December 2013 balance sheet, c.£38 billion of funded assets were identified (see page 15), which together with associated derivatives, attract c.£116 billion of RWA equivalent.

While the IBB is of a similar size to the current Non-Core division, the assets have been selected on a different basis and no direct comparisons can be drawn:

Non-Core assets were selected in 2009 on the basis of five strategic tests and comprised non-strategic businesses and countries; the lift and drop of entire activities; creditworthy assets and activities with low returns or low growth potential; high or volatile wholesale funding requirements; and assets with credit losses or capital intensity;  
whereas

The IBB will comprise assets with potentially volatile outcomes in stressed environments or with long-term capital intensity.

The IBB being established to manage these assets will be fully operational on 1 January 2014. It will be separately managed, but within the existing legal and governance structures of the Group including the creation of an IBB oversight board.

As part of its external reporting, the Group will provide comprehensive and transparent disclosures on the progress of the IBB, including funding and capital employed and released.

At 31 December 2013, approximately 50% of the portfolio’s funded assets are from Non-Core (excluding Ulster Bank), 20% from Ulster Bank (Core and Non-Core) and the remainder are from UK Corporate, International Banking and Markets, most of which are managed by the Global Restructuring

Group (GRG). Additional details are set out on page 15.

Approximately £10 billion to £12 billion of assets currently managed in Non-Core will be returned to relevant Core divisions.



## Internal Bad Bank

### Impact of the revised strategy

The IBB will target a reduction of between 55% and 70% of assets by the end of 2015. While there is inevitable uncertainty associated with running down such assets, it is the Group's aspiration to remove most of these assets from the balance sheet in three years. RBS believes that under many of the possible outcomes, and assuming favourable market conditions, no more than 15% of the IBB assets should be left on the RBS balance sheet after 3 years. The IBB is expected to be capital accretive and neutral for shareholder value, taking account of the benefits of a material reduction in the credit risk profile of the Group.

The new strategy to exit these assets over a shorter timeframe than envisaged in current plans will lead to accelerated and increased impairment losses on the non-performing assets. An estimated £4.0 billion to £4.5 billion is expected to be recognised in Q4 2013.

At the same time, there will be an immediate reduction in the Group's expected loss capital deduction and a net capital benefit of c.£2 billion to the Group's fully loaded Basel III Common Equity Tier 1 (CET1) capital is expected by the end of 2016.

The Group's regulatory stress capital requirements and Pillar 2B stressed loss capital buffer are also expected to be reduced over time.

The new strategy will also normalise credit metrics, particularly REIL, contributing approximately 50% of the planned reductions in the Group NPL ratio from c.9% to c.3% (the original plan had a reduction to 6% by the end of 2016).

An additional c.£1 billion of impairments is expected to be incurred during the period 2014 to 2016 on assets which are currently performing.

Of the total c.£5.0 billion to £5.5 billion of IBB accelerated and increased impairment losses noted above, approximately 50% to 60% were expected in the original plan to be incurred in 2017 or later.

The cost of disposal of the IBB assets is expected to be in the range of c.£1.5 billion to £2.0 billion over 2014 to 2016.

As many of the IBB assets are in Ireland, the tax relief on the losses is expected to be relatively limited.

Operating and funding costs of the IBB in 2014 to 2016 of c.£1.5 billion are already included in previous Group forecasts.

### Other aspects

All numbers are indicative only at this stage.

The new IBB will formally commence on 1 January 2014 and will be called RBS Capital Resolution Group. For the fourth quarter of 2013 and 2013 as a whole, the Group's results will continue to be reported on the existing basis.

**Internal Bad Bank****Estimated funded assets and RWAE of the IBB**

Analysis of the estimated funded assets and RWAE of the IBB at 31 December 2013 and the related position at 30 June 2013 (the starting point for the identification of the portfolios of the IBB) are set out below.

	31 December 2013						30 June 2013			Total		
	Forecast total			Non-performing			Performing			Gross Net		
	Net			Gross Net			Gross Net			Gross Net		
	Gross											
	TPA	TPA	RWAe	TPA	TPA	RWAe	TPA	TPA	RWAe	TPA	TPA	RWAe
	£bn	£bn	£bn	£bn	£bn	£bn	£bn	£bn	£bn	£bn	£bn	£bn
<b>Non-Core</b>												
- CRE	10.4	8.4	17.5	7.2	4.8	14.2	6.1	6.1	13.2	13.3	10.9	27.4
- Ulster												
Bank	10.9	4.6	15.6	12.5	5.3	20.8	-	-	-	12.5	5.3	20.8
- Corporate	4.6	3.7	17.1	1.6	1.0	3.0	4.8	4.7	7.6	6.4	5.7	10.6
- Asset												
Finance	2.9	2.7	4.8	0.6	0.4	1.2	2.4	2.5	4.2	3.0	2.9	5.4
- Markets	4.1	4.1	5.8	0.4	0.3	0.2	4.6	4.6	6.6	5.0	4.9	6.8
Total Non-Core	32.9	23.5	60.8	22.3	11.8	39.4	17.9	17.9	31.6	40.2	29.7	71.0
<b>Core</b>												
Ulster Bank	6.2	4.1	17.4	5.1	2.8	12.9	1.4	1.4	5.2	6.5	4.2	18.1
UK Corporate												
- CRE	2.1	1.8	5.5	1.5	1.2	3.6	1.8	1.8	5.7	3.3	3.0	9.3
- Asset												
Finance	2.2	2.2	5.0	1.0	1.0	3.5	1.4	1.4	2.5	2.4	2.4	6.0
- Corporate	1.6	1.5	4.1	0.4	0.3	0.5	1.4	1.4	4.1	1.8	1.7	4.6
Total UK Corporate	5.9	5.5	14.6	2.9	2.5	7.6	4.6	4.6	12.3	7.5	7.1	19.9
International Banking	2.9	2.6	7.3	0.9	0.6	3.2	2.4	2.4	4.8	3.3	3.0	8.0
Markets	2.7	2.6	15.5	-	-	-	2.8	2.8	19.8	2.8	2.8	19.8
Total Core	17.7	14.8	54.8	8.9	5.9	23.7	11.2	11.2	42.1	20.1	17.1	65.8
<b>Total IBB</b>	<b>50.6</b>	<b>38.3</b>	<b>115.6</b>	<b>31.2</b>	<b>17.7</b>	<b>63.1</b>	<b>29.1</b>	<b>29.1</b>	<b>73.7</b>	<b>60.3</b>	<b>46.8</b>	<b>136.8</b>

Notes:

- (1) The amounts at 31 December 2013 are based on the July 2013 forecast of the 31 December 2013 balance sheet.
- (2) Funded assets or third party assets excluding derivatives (TPA) are shown gross and net of impairment provisions.
- (3) Performing assets are shown gross and net of latent provisions and valuation adjustments.
- (4) RWAs and RWA equivalent (RWAe) are on a fully loaded Basel III basis. RWAe include RWA equivalent of capital deductions.
- (5) Non-Core Ulster Bank predominantly comprises commercial real estate lending (CRE).
- (6) Core Ulster Bank comprises corporate and CRE lending.

## Highlights

**RBS announces actions to accelerate capital strengthening and enhance strategic focus**

**Full review of bank to improve customer service reporting February 2014**

**Q3 2013 pre-tax loss £634 million, after £496 million accounting charge for improved own credit**

**Core Tier 1 ratio up to 11.6%, or 9.1% on a fully loaded Basel III basis**

## Highlights

### Restoring financial strength

RBS announces management actions to accelerate the building of its capital strength and to enhance its strategic focus on its core UK businesses and its international corporate capabilities.

The measures will include the creation of an internal “bad bank” to manage the run-down of high risk assets projected to be £38 billion by the end of 2013. The goal is to remove 55-70% of these assets over the next two years. While there is inevitable uncertainty associated with running down such assets, there is a clear aspiration to remove all these assets from the balance sheet in three years.

Faster run-down of high risk assets is expected to entail accelerated and increased impairments in Q4 2013 of £4.0 billion to £4.5 billion but the capital impact of this will be neutralised by a commensurate reduction in expected loss capital deductions. The net impact on the current Core Tier 1 ratio is expected to be a reduction of c.10 basis points. However, the new strategy will result in a strengthening of the Group’s capital ratios in the medium term.

In light of a changing regulatory landscape and other capital headwinds RBS will target a Core Tier 1 ratio of c.11% on a fully loaded Basel III basis by the end of 2015, 200 basis points higher than the current position, rising to 12% or beyond by the end of 2016.

The Group will accelerate the divestment of Citizens, the Group’s US banking subsidiary. A partial initial public offering is now planned for 2014 and the Group intends to fully divest the business by the end of 2016.

RBS’s capital strength improved in Q3 2013 as the Group delivered a Core Tier 1 ratio of 11.6%. On a fully loaded Basel III basis Core Tier 1 ratio was 9.1%, up from 8.7% at 30 June 2013.

## Sharpening our customer focus

To capture the full potential of its customer businesses RBS is undertaking a comprehensive business review of its:

- Customer-facing businesses
- IT and operations
- Organisational and decision-making structures

The review will aim to improve the bank's performance and effectiveness in serving its customers, shareholders and wider stakeholders. The results of the review will be announced in February 2014 alongside the 2013 annual results. This will include detailed plans to realign the Group's cost base, with a cost:income percentage target in the mid 50s, down from 65% currently.

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## Highlights

### Q3 2013 operating results

Q3 2013 Core operating profit of £1,283 million was 6% higher than the prior quarter, driven by continuing reductions in impairment losses in Retail & Commercial and an improvement in Markets operating profits. Core operating profit was down 14% from Q3 2012, driven by ongoing strategic contraction of the Markets business, with income down 9% and costs down 4%. Core return on equity was 7.7%.

Non-Core operating losses of £845 million compared with losses of £281 million in the prior quarter and £586 million in Q3 2012, reflecting exit and restructuring costs as the division saw accelerated disposals and asset run-off, and higher impairment losses.

Group operating loss before tax was £634 million. On a managed basis, Group operating profit was £438 million in Q3 2013, compared with £931 million in Q2 2013 and £909 million in Q3 2012. After one-off items totalling £576 million, including £99 million of regulatory provisions and an additional charge of £250 million for Payment Protection Insurance redress, a pre-tax loss of £138 million was recorded, excluding own credit adjustments of £496 million.

Own credit adjustments represented a charge of £496 million, reflecting the strengthening of Group's credit profile during the quarter. After these and a tax charge of £81 million (including a £197 million charge relating to the UK corporation tax change) and preference and other dividends of £102 million, the Group reported a loss attributable to ordinary and B shareholders of £828 million.

RBS maintained its strong track record of running off legacy assets, with Non-Core's funded balance sheet down £8 billion to £37 billion, hitting its year-end target three months ahead of schedule. The reshaping of the Markets business also made strong progress, with funded assets down £20 billion to £248 billion and RWAs down £14 billion to £73 billion.

### Serving our customers

UK Retail made good progress in the UK mortgage market, with applications up 14% in Q3 2013 from the prior quarter to £6.4 billion and net new lending of £607 million representing the strongest quarterly performance since 2010. Mortgage balances remained strong at £99 billion.

- RBS and NatWest were first to make mortgages available to customers with smaller deposits under the second phase of the UK Government's Help To Buy mortgage guarantee scheme, with strong demand evident in the early days of the scheme's operation.
- During Q3 2013 UK Retail has simplified pricing on its savings accounts and launched Cashback Plus, which rewards current account holders for using their debit cards in selected retailers.
- The detailed recommendations of Sir Andrew Large's independent review of RBS's lending to SMEs will be addressed in the Group's comprehensive business review, due in February 2014.

- UK Business & Commercial has received a positive response to 10,000 letters sent to advise customers of its appetite to lend to them if they should wish to increase their borrowing or take out new credit. Over £3.8 billion of funding had been offered through these statements of appetite by the end of Q3 2013.
- In Q3 2013 RBS offered more than £15.0 billion of loans and facilities to UK businesses, of which £7.7 billion was to SMEs. In addition, the Group renewed £7.3 billion of UK business overdrafts, including £1.5 billion to SMEs.
- There have been continuing signs of improving credit demand, with Q3 2013 SME loan and overdraft applications up 6% from Q2 2013.



## Highlights

### Serving our customers (continued)

- RBS continues to support the Bank of England's Funding for Lending Scheme (FLS). Net lending within the scope of the extended FLS was £273 million in Q3 2013, despite £1,240 million of run-off in Non-Core and commercial real estate portfolios. This compares with a reduction in net lending of £2,793 million in Q2 2013.
- In Q3 2013 Markets helped UK corporates raise £2.4 billion, by acting as bookrunner for debt capital market issues, including £1.0 billion sterling bonds, meeting UK customers' needs in both domestic and international markets.

## Outlook

We see signs that the UK economic recovery is gaining traction and have observed higher levels of activity and confidence among our customers. Nevertheless, we expect a continued muted performance from our core businesses in the short term, due primarily to the continued effects of low interest rates, excess liquidity, a smaller balance sheet, and lower securities gains from our liquidity portfolio. We expect Markets performance in Q4 2013 to reflect normal seasonal trends. Our strategic review will start to drive cost reductions and improve efficiencies from our core businesses during 2014 but will take two to three years to embed.

We expect margins to be stable or slightly up, our underlying cost base to be at c.£13 billion for 2013 (excluding penalties and fines). Non-Core is forecast to be below £35 billion of funded assets, well ahead of our recent guidance. Whilst timings are uncertain, conduct and litigation charges are expected to continue as we work through the remaining outstanding issues.

In light of the new strategy to deal with our high risk assets we expect a significant increase in impairments in Q4 2013 which is likely to result in the Group reporting a substantial loss for the full year. The effect on the Group's Core Tier 1 ratio is however anticipated to be minimal.



## Analysis of results

	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012	2013	2012
	£m	£m	£m	£m	£m
<b>Net interest income</b>					
Net interest income	<b>2,780</b>	2,767	2,809	<b>8,217</b>	8,629
Average interest-earning assets	<b>538,748</b>	551,375	576,085	<b>549,855</b>	602,466
Net interest margin					
- Group	<b>2.05%</b>	2.01%	1.94%	<b>2.00%</b>	1.91%
- Retail & Commercial (2)	<b>2.95%</b>	2.92%	2.91%	<b>2.92%</b>	2.92%
- Non-Core	<b>(0.35%)</b>	0.15%	0.41%	<b>(0.15%)</b>	0.32%

Notes:

- (1) For further analysis and details refer to pages 70 to 72.
- (2) Retail & Commercial (R&C) comprises the UK Retail, UK Corporate, Wealth, International Banking, Ulster Bank and US R&C divisions.

## Key points

### Q3 2013 compared with Q2 2013

- Retail & Commercial net interest income increased by £52 million, 2%. Net interest margin rose by 3 basis points as deposit repricing took effect, with asset spreads broadly stable in most R&C businesses.
- Non-Core net interest income decreased by £63 million compared with Q2 2013, which included a one-off interest in suspense recovery of £54 million.
- Group net interest margin (NIM) increased by 4 basis point in Q3 2013. Reduced funding costs in Markets, margin improvement in R&C and a non-recurring one-off adjustment, of £38 million, were partially offset by the non-repeat of the Non-Core recovery in Q2 2013.

**Q3 2013 compared with Q3 2012**

- Group net interest income decreased by £29 million, 1%, largely due to a decline in interest earning assets, down 6%, partially offset by deposit repricing.
- Group NIM increased by 11 basis points to 2.05%, driven by deposit repricing partially offset by a reduction in higher yielding securities and a non-recurring one-off adjustment, of £38 million.
- The reduction in rates on rolling current account hedges continued to have a negative impact, though the drag on net interest income has started to diminish.

## Analysis of results

The following tables reconcile the managed basis results (a non-GAAP financial measure) to the statutory basis.

	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012	2013	2012
	£m	£m	£m	£m	£m
<b>Non-interest income</b>					
Fees and commissions receivable	1,382	1,392	1,400	4,090	4,335
Fees and commissions payable	(238)	(250)	(209)	(698)	(589)
Managed and statutory basis	1,144	1,142	1,191	3,392	3,746
Income from trading activities					
- managed basis	599	874	769	2,489	2,962
- Asset Protection Scheme	-	-	1	-	(44)
- own credit adjustments*	(155)	76	(435)	20	(1,715)
- RFS Holdings minority interest	-	(1)	(1)	(1)	(2)
Statutory basis	444	949	334	2,508	1,201
Gain/(loss) on redemption of own debt	13	242	(123)	204	454
Other operating income					
- managed basis	368	661	787	1,396	1,894
- Strategic disposals**	(7)	6	(23)	(7)	129
- own credit adjustments*	(341)	51	(1,020)	(140)	(2,714)
- RFS Holdings minority interest	15	2	4	118	(1)
Statutory basis	35	720	(252)	1,367	(692)
<b>Total non-interest income - managed basis</b>	<b>2,111</b>	<b>2,677</b>	<b>2,747</b>	<b>7,277</b>	<b>8,602</b>

<b>Total non-interest income - statutory basis</b>	<b>1,636</b>	3,053	1,150		<b>7,471</b>	4,709
* Own credit adjustments impact:						
Income from trading activities	<b>(155)</b>	76	(435)		<b>20</b>	(1,715)
Other operating income	<b>(341)</b>	51	(1,020)		<b>(140)</b>	(2,714)
Own credit adjustments	<b>(496)</b>	127	(1,455)		<b>(120)</b>	(4,429)
**Strategic disposals						
Gain/(loss) on sale and provision for loss on disposal of investments in:						
- Direct Line Group	<b>(13)</b>	-	-		<b>(13)</b>	197
- Other	<b>6</b>	6	(23)		<b>6</b>	(68)
	<b>(7)</b>	6	(23)		<b>(7)</b>	129

## Key points

### Q3 2013 compared with Q2 2013

- Income from trading activities decreased by £505 million which included a charge for own credit (OCA) of £155 million compared with a credit of £76 million in Q2 2013. On a managed basis income from trading activities was £275 million lower. While Markets income remained steady, with improved results from flow rates trading, Non-Core was a loss of £109 million in Q3 2013 compared with a £134 million gain in Q2 2013 reflecting the exit and restructuring costs on a number of transactions.
- Disposal gains on available-for-sale securities, primarily in Group Treasury, were £251 million lower at £168 million.
- OCA represented a charge of £496 million as the Group's credit spreads tightened, reversing the OCA credits booked in the first half of the year.

## Analysis of results

### Key points (continued)

#### Q3 2013 compared with Q3 2012

- Non-interest income increased by £486 million primarily due to a reduction in the charge for OCA, down £959 million. On a managed basis lower non-interest income primarily reflects the targeted reduction in Markets balance sheet and risk-weighted assets.
- The increase in other operating income principally reflected a smaller charge for OCA. On a managed basis the decrease in other operating income reflects lower disposal gains on available-for-sale securities as noted above and lower operating lease income, together with higher Non-Core disposal losses in Q3 2013.

## Analysis of results

The following tables reconcile the managed basis results (a non-GAAP financial measure) to the statutory basis results.						
	Quarter ended			Nine months ended		
	30 September	30 June	30 September	30 September	30 September	
	2013	2013	2012	2013	2012	
	£m	£m	£m	£m	£m	
<b>Operating expenses</b>						
Staff expenses						
- managed basis	1,758	1,764	1,882	5,343	5,998	
- integration and restructuring costs	137	76	106	279	535	
- RFS Holdings minority interest	-	-	(1)	-	(1)	
Statutory basis	1,895	1,840	1,987	5,622	6,532	
Premises and equipment						
- managed basis	540	526	510	1,619	1,572	
- integration and restructuring costs	4	22	38	29	66	
- RFS Holdings minority interest	-	-	2	-	2	
Statutory basis	544	548	550	1,648	1,640	
Other administrative expenses						
- managed basis	683	801	716	2,162	2,214	
- Payment Protection Insurance costs	250	185	400	435	660	
- Interest Rate Hedging Products redress and related costs	-	-	-	50	-	
- regulatory and legal actions	99	385	-	484	-	
- integration and restructuring costs	70	48	76	154	211	
- RFS Holdings minority interest	1	(1)	1	(1)	2	



Statutory basis	<b>1,103</b>	1,418	1,193		<b>3,284</b>	3,087
Depreciation and amortisation						
- managed basis	<b>305</b>	308	365		<b>942</b>	1,122
- amortisation of purchased intangible assets	<b>39</b>	38	47		<b>118</b>	146
- integration and restructuring costs	<b>(6)</b>	3	9		<b>14</b>	36
Statutory basis	<b>338</b>	349	421		<b>1,074</b>	1,304
<b>Operating expenses - managed basis</b>	<b>3,286</b>	3,399	3,473		<b>10,066</b>	10,906
<b>Operating expenses - statutory basis</b>	<b>3,880</b>	4,155	4,151		<b>11,628</b>	12,563

## Key points

### Q3 2013 compared with Q2 2013

- Operating expenses decreased by £275 million to £3,880 million primarily driven by a reduction in regulatory and legal actions partially offset by an increase in Payment Protection Insurance costs (PPI) and integration and restructuring costs. These principally related to the strategic reshaping of the Markets division and streamlining of UK Retail operations.
- Staff expenses were £55 million lower. Staff expenses on a managed basis were £6 million lower, with headcount down by 1,400, principally in UK Retail, Markets and Non-Core. Premises and equipment costs, however, were £14 million higher, as the Group stepped up investment to improve its IT delivery capability.
- Conduct-related costs were £83 million lower, including reduced legal costs in Centre and customer remediation charges in UK Corporate.

## Analysis of results

### Key points (continued)

#### Q3 2013 compared with Q3 2012

- The reduction in operating expenses primarily relates to a reduction in PPI costs partially offset by an increase in regulatory and legal action costs.
- Staff costs were £92 million lower. Staff costs on a managed basis were 7% lower, driven by the Markets headcount reductions implemented since Q3 2012. Markets' compensation ratio in the first nine months of the year was 37%, an increase of 1% compared with the same period of 2012.

## Analysis of results

	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012	2013	2012
	£m	£m	£m	£m	£m
<b>Impairment losses</b>					
Loan impairment losses	1,120	1,125	1,183	3,281	3,913
Securities	50	(8)	(7)	39	(88)
<b>Group impairment losses - managed and statutory basis</b>	<b>1,170</b>	<b>1,117</b>	<b>1,176</b>	<b>3,320</b>	<b>3,825</b>
<b>Loan impairment losses</b>					
- individually assessed	580	826	661	2,052	2,351
- collectively assessed	287	293	562	1,021	1,691
- latent	253	15	(40)	217	(153)
Customer loans	1,120	1,134	1,183	3,290	3,889
Bank loans	-	(9)	-	(9)	24
<b>Loan impairment losses</b>	<b>1,120</b>	<b>1,125</b>	<b>1,183</b>	<b>3,281</b>	<b>3,913</b>
Core	584	659	751	1,842	2,266
Non-Core	536	466	432	1,439	1,647
Group	1,120	1,125	1,183	3,281	3,913
<b>Customer loan impairment charge as a % of gross loans and advances to customers (1)</b>					
Group	1.0%	1.0%	1.0%	1.0%	1.1%
Core	0.6%	0.7%	0.7%	0.6%	0.8%
Non-Core	5.2%	4.0%	2.8%	4.7%	3.6%

Note:

- (1) Customer loan impairment charge as a percentage of gross loans and advances to customers excludes reverse repurchase agreements and includes disposal groups.

## Key points

### Q3 2013 compared with Q2 2013

- Core Retail & Commercial loan impairments fell by £158 million, or 23%, with charges relating to a small number of large single name cases in International Banking and UK Corporate in Q2 not being repeated. Core Ulster Bank also showed improvements, with a reduction in losses on the mortgage portfolio as arrears formation continued to fall and residential property prices stabilised.
- Non-Core loan impairments were up £70 million to £536 million. The increase primarily related to Ulster Bank's CRE development portfolio. This was partially offset by reduced losses on the UK Corporate portfolio.

### Q3 2013 compared with Q3 2012

- Core Retail & Commercial loan impairments fell by £238 million or 31%, including a £125 million reduction in Core Ulster Bank, accompanied by significant improvements in UK Retail and UK Corporate.
- Non-Core loan impairments increased by £104 million due to higher impairment charges on commercial real estate loans in the Ulster Bank-originated book, partly offset by continued portfolio run-off.

For further details of the Group's exposures and provisioning refer to page 97 and Appendix 1.

## Analysis of results

	<b>30 September</b>	30 June	31 December
<b>Capital resources and ratios</b>	<b>2013</b>	2013	2012
Core Tier 1 capital	<b>£48bn</b>	£48bn	£47bn
Tier 1 capital	<b>£57bn</b>	£58bn	£57bn
Total capital	<b>£67bn</b>	£69bn	£67bn
Risk-weighted assets (RWAs)	<b>£410bn</b>	£436bn	£460bn
Core Tier 1 ratio	<b>11.6%</b>	11.1%	10.3%
Tier 1 ratio	<b>13.8%</b>	13.3%	12.4%
Total capital ratio	<b>16.2%</b>	15.8%	14.5%

## Key points

### 30 September 2013 compared with 30 June 2013

- The Group's Core Tier 1 ratio strengthened further to 11.6%, driven by a substantial reduction in risk-weighted assets, principally reflecting the strategic reshaping of the Markets division.
- Group RWAs fell by £26 billion to £410 billion. Markets was £14 billion lower, with a reduced balance sheet and declining market risk while Non-Core fell £5 billion. Retail & Commercial RWAs were down £6 billion, largely driven by foreign exchange movements.
- On a fully loaded Basel III basis, the Core Tier 1 ratio strengthened by 40 basis points to 9.1%, above the Group's year end capital target of over 9%.

### 30 September 2013 compared with 31 December 2012

- The Group's Core Tier 1 ratio was 130 basis points higher at 11.6%. On a fully loaded Basel III basis, the Core Tier 1 ratio was 140 basis points higher.
- Since 31 December 2012, Group RWAs have fallen by £50 billion, with Markets declining by £28 billion and Non-Core £19 billion lower.
- The total capital ratio increased by 170 basis points to 16.2%.

For further details of the Group's capital resources refer to page 90.

## Analysis of results

	<b>30 September</b>	30 June	31 December
<b>Balance sheet</b>	<b>2013</b>	2013	2012
Total assets	<b>£1,129bn</b>	£1,216bn	£1,312bn
Derivatives	<b>£323bn</b>	£373bn	£442bn
Funded balance sheet (1)	<b>£806bn</b>	£843bn	£870bn
Loans and advances to customers (2)	<b>£408bn</b>	£420bn	£432bn
Customer deposits (3)	<b>£434bn</b>	£437bn	£434bn
Loan:deposit ratio - Core (4)	<b>87%</b>	88%	90%
Loan:deposit ratio - Group (4)	<b>94%</b>	96%	100%

### Notes:

- (1) Funded balance sheet represents total assets less derivatives.
- (2) Excluding reverse repurchase agreements and stock borrowing.
- (3) Excluding repurchase agreements and stock lending.
- (4) Net of provisions, including disposal groups and excluding repurchase agreements. Excluding disposal groups, the loan:deposit ratios of Core and Group at 30 September 2013 were 87% and 94% respectively (30 June 2013 - 88% and 96%; 31 December 2012 - 90% and 99%)

## Key points

### 30 September 2013 compared with 30 June 2013

- The Group's funding position remained strong, reflecting continuing Non-Core run-off and reduced Markets collateral requirements. Total customer deposits declined by only 1% despite tighter pricing.
- Retail & Commercial loans and advances were down £2 billion, as the strength of sterling reduced dollar and euro-denominated balances. UK Corporate property balances declined, offset by growth in International Banking trade finance balances.

### 30 September 2013 compared with 31 December 2012

- The Group loan:deposit ratio was 94% compared with 100% at the end of 2012. The Group has continued to attract deposits despite tightening its pricing, leaving a significant customer funding surplus as Non-Core loans and advances continue to run off.
- Funded assets fell to £806 billion, a reduction of £64 billion since 31 December 2012, principally reflecting strategic reshaping of Markets and Non-Core run-off.
- The Group's funded balance sheet has been reduced by £757 billion from its worst point, with only £37 billion of Non-Core assets remaining.



## Analysis of results

	<b>30 September</b>	30 June	31 December
<b>Funding and liquidity metrics</b>	<b>2013</b>	2013	2012
Deposits (1)	<b>£473bn</b>	£482bn	£491bn
Deposits as a percentage of funded balance sheet	<b>59%</b>	57%	56%
Short-term wholesale funding (2)	<b>£35bn</b>	£37bn	£42bn
Wholesale funding (2)	<b>£114bn</b>	£129bn	£150bn
Short-term wholesale funding as a percentage of funded balance sheet	<b>4%</b>	4%	5%
Short-term wholesale funding as a percentage of total wholesale funding	<b>31%</b>	29%	28%
Liquidity portfolio	<b>£151bn</b>	£158bn	£147bn
Liquidity portfolio as a percentage of funded balance sheet	<b>19%</b>	19%	17%
Liquidity portfolio as a percentage of short-term wholesale funding	<b>431%</b>	427%	350%
Net stable funding ratio	<b>119%</b>	120%	117%

### Notes:

- (1) Excludes repurchase agreements and stock lending and includes disposal groups.
- (2) Excludes derivative collateral.

## Key points

### 30 September 2013 compared with 30 June 2013

- Short-term wholesale funding fell in the quarter to £35 billion, just 4% of the funded balance sheet.
- The Group's liquidity portfolio was reduced to £151 billion compared with £158 billion at 30 June 2013, but remained flat as a proportion of the total funded balance sheet at 19%.

### 30 September 2013 compared with 31 December 2012

- Short-term wholesale funding fell by £7 billion in the year-to-date to £35 billion, 4% of the funded balance sheet and 31% of total wholesale funding.
- Liquidity metrics improved during the year-to-date reflecting continuing balance sheet improvements.

For further details of the Group's funding and liquidity metrics refer to page 94.

## Divisional performance

The operating profit/(loss) of each division is shown below.

	Quarter ended			Nine months ended	
	30 September 2013 £m	30 June 2013 £m	30 September 2012 £m	30 September 2013 £m	30 September 2012 £m
<b>Operating profit/(loss) by division</b>					
UK Retail	517	477	464	1,471	1,378
UK Corporate	422	395	368	1,175	1,372
Wealth	60	56	63	172	167
International Banking	83	42	175	219	439
Ulster Bank	(132)	(165)	(242)	(461)	(797)
US Retail & Commercial	142	174	223	505	554
Retail & Commercial	1,092	979	1,051	3,081	3,113
Markets	210	93	295	581	1,370
Central items	(19)	140	149	85	(34)
Core	1,283	1,212	1,495	3,747	4,449
Non-Core	(845)	(281)	(586)	(1,631)	(1,937)
<b>Managed basis</b>	<b>438</b>	<b>931</b>	<b>909</b>	<b>2,116</b>	<b>2,512</b>
<b>Reconciling items:</b>					
Own credit adjustments	(496)	127	(1,455)	(120)	(4,429)
Payment Protection Insurance costs	(250)	(185)	(400)	(435)	(660)
Interest Rate Hedging Products redress and related costs	-	-	-	(50)	-
Regulatory and legal actions	(99)	(385)	-	(484)	-
Integration and restructuring costs	(205)	(149)	(229)	(476)	(848)
Gain on redemption of own debt	13	242	(123)	204	454
Asset Protection Scheme	-	-	1	-	(44)
Amortisation of purchased intangible assets	(39)	(38)	(47)	(118)	(146)
Strategic disposals	(7)	6	(23)	(7)	129

RFS Holdings minority interest	11	(1)	(1)	110	(18)
<b>Statutory basis</b>	<b>(634)</b>	548	(1,368)	<b>740</b>	<b>(3,050)</b>

<b>Impairment losses/(recoveries) by division</b>					
UK Retail	82	89	141	251	436
UK Corporate	150	194	247	529	604
Wealth	1	2	8	8	30
International Banking	28	99	12	182	74
Ulster Bank	204	263	329	707	1,046
US Retail & Commercial	59	32	21	110	68
Retail & Commercial	524	679	758	1,787	2,258
Markets	(1)	43	(6)	58	15
Central items	66	(3)	-	63	32
Core	589	719	752	1,908	2,305
Non-Core	581	398	424	1,412	1,520
<b>Group impairment losses</b>	<b>1,170</b>	<b>1,117</b>	<b>1,176</b>	<b>3,320</b>	<b>3,825</b>

## Divisional performance

	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012	2013	2012
	%	%	%	%	%
<b>Net interest margin by division</b>					
UK Retail	3.62	3.56	3.53	3.56	3.57
UK Corporate	3.09	3.05	2.99	3.05	3.08
Wealth	3.56	3.41	3.88	3.51	3.74
International Banking	1.47	1.62	1.70	1.61	1.65
Ulster Bank	1.86	1.85	1.92	1.85	1.87
US Retail & Commercial	2.99	2.91	2.96	2.94	3.00
Retail & Commercial	2.95	2.92	2.91	2.92	2.92
Non-Core	(0.35)	0.15	0.41	(0.15)	0.32
<b>Group net interest margin</b>	<b>2.05</b>	<b>2.01</b>	<b>1.94</b>	<b>2.00</b>	<b>1.91</b>

	30 September	30 June	31 December
	2013	2013	2012
	£bn	£bn	£bn
<b>Total funded assets by division</b>			
UK Retail	117.0	116.1	117.4
UK Corporate	107.0	107.6	110.2
Wealth	21.0	21.3	21.4
International Banking	53.3	51.9	53.0
Ulster Bank	29.2	30.3	30.6
US Retail & Commercial	71.4	74.1	72.1
Retail & Commercial	398.9	401.3	404.7
Markets	248.2	267.9	284.5
Central items	120.5	126.9	110.3

Core	<b>767.6</b>	796.1	799.5
Non-Core	<b>37.3</b>	45.4	57.4
	<b>804.9</b>	841.5	856.9
Direct Line Group	-	-	12.7
RFS Holdings minority interest	<b>0.9</b>	1.0	0.8
<b>Group</b>	<b>805.8</b>	842.5	870.4

## Divisional performance

	30 September 2013	30 June 2013		31 December 2012	
	£bn	£bn	Change	£bn	Change
<b>Risk-weighted assets by division</b>					
UK Retail	44.8	44.1	2%	45.7	(2%)
UK Corporate	87.2	88.1	(1%)	86.3	1%
Wealth	12.1	12.5	(3%)	12.3	(2%)
International Banking	48.4	49.7	(3%)	51.9	(7%)
Ulster Bank	31.8	33.9	(6%)	36.1	(12%)
US Retail & Commercial	56.1	58.2	(4%)	56.5	(1%)
Retail & Commercial	280.4	286.5	(2%)	288.8	(3%)
Markets	73.2	86.8	(16%)	101.3	(28%)
Other (primarily Group Treasury)	11.6	12.3	(6%)	5.8	100%
Core	365.2	385.6	(5%)	395.9	(8%)
Non-Core	40.9	46.3	(12%)	60.4	(32%)
<b>Group before RFS Holdings minority interest</b>	<b>406.1</b>	<b>431.9</b>	<b>(6%)</b>	<b>456.3</b>	<b>(11%)</b>
RFS Holdings minority interest	3.9	4.1	(5%)	3.3	18%
<b>Group</b>	<b>410.0</b>	<b>436.0</b>	<b>(6%)</b>	<b>459.6</b>	<b>(11%)</b>

Employee numbers by division (full time equivalents rounded to the nearest hundred)	30 September 2013	30 June 2013	31 December 2012
UK Retail	23,900	25,300	26,000
UK Corporate	13,700	13,800	13,300
Wealth	5,000	5,100	5,100

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International Banking	<b>4,800</b>	4,800	4,600
Ulster Bank	<b>4,800</b>	4,800	4,500
US Retail & Commercial	<b>18,300</b>	18,500	18,700
Retail & Commercial	<b>70,500</b>	72,300	72,200
Markets	<b>10,900</b>	11,200	11,300
Group Centre	<b>7,300</b>	6,700	6,800
Core	<b>88,700</b>	90,200	90,300
Non-Core	<b>1,900</b>	2,200	3,100
	<b>90,600</b>	92,400	93,400
Business Services	<b>29,500</b>	29,000	29,100
Integration and restructuring	<b>200</b>	300	500
<b>Group</b>	<b>120,300</b>	121,700	123,000

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## UK Retail

	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012	2013	2012
	£m	£m	£m	£m	£m
<b>Income statement</b>					
Net interest income	1,013	987	990	2,965	2,979
Net fees and commissions	243	215	231	670	682
Other non-interest income	11	10	21	35	78
Non-interest income	254	225	252	705	760
Total income	1,267	1,212	1,242	3,670	3,739
Direct expenses					
- staff	(177)	(180)	(201)	(535)	(625)
- other	(137)	(115)	(93)	(364)	(282)
Indirect expenses	(354)	(351)	(343)	(1,049)	(1,018)
	(668)	(646)	(637)	(1,948)	(1,925)
Profit before impairment losses	599	566	605	1,722	1,814
Impairment losses	(82)	(89)	(141)	(251)	(436)
Operating profit	517	477	464	1,471	1,378
<b>Analysis of income by product</b>					
Personal advances	233	220	230	676	688
Personal deposits	125	124	158	352	511
Mortgages	664	649	598	1,941	1,757
Cards	213	210	218	632	649
Other	32	9	38	69	134
Total income	1,267	1,212	1,242	3,670	3,739
<b>Analysis of impairments by sector</b>					

Mortgages	<b>18</b>	15	29	<b>43</b>	87
Personal	<b>34</b>	50	77	<b>119</b>	243
Cards	<b>30</b>	24	35	<b>89</b>	106
Total impairment losses	<b>82</b>	89	141	<b>251</b>	436
<b>Loan impairment charge as % of gross</b>					
<b>customer loans and advances (excluding reverse repurchase agreements)</b>					
<b>by sector</b>					
Mortgages	<b>0.1%</b>	0.1%	0.1%	<b>0.1%</b>	0.1%
Personal	<b>1.7%</b>	2.4%	3.5%	<b>2.0%</b>	3.6%
Cards	<b>2.1%</b>	1.7%	2.5%	<b>2.1%</b>	2.5%
Total	<b>0.3%</b>	0.3%	0.5%	<b>0.3%</b>	0.5%

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## UK Retail

Key metrics	Quarter ended			Nine months ended	
	30 September 2013	30 June 2013	30 September 2012	30 September 2013	30 September 2012
<b>Performance ratios</b>					
Return on equity (1)	28.0%	26.1%	23.8%	26.5%	23.5%
Net interest margin	3.62%	3.56%	3.53%	3.56%	3.57%
Cost:income ratio	53%	53%	51%	53%	51%

	30 September 2013	30 June 2013	Change	31 December 2012	Change
	£bn	£bn		£bn	
<b>Capital and balance sheet</b>					
Loans and advances to customers (gross)					
- mortgages	98.9	98.3	1%	99.1	-
- personal	8.1	8.3	(2%)	8.8	(8%)
- cards	5.7	5.6	2%	5.7	-
	112.7	112.2	-	113.6	(1%)
Loan impairment provisions	(2.2)	(2.5)	(12%)	(2.6)	(15%)
Net loans and advances to customers	110.5	109.7	1%	111.0	-
Risk elements in lending	3.8	4.3	(12%)	4.6	(17%)
Provision coverage (2)	59%	58%	100bp	58%	100bp
Customer deposits					
- Current accounts	31.5	31.2	1%	28.9	9%
- Savings	81.9	80.4	2%	78.7	4%
Total customer deposits	113.4	111.6	2%	107.6	5%
	5.9	5.8	2%	6.0	(2%)

Assets under management (excluding deposits)					
Loan:deposit ratio (excluding repos)	<b>97%</b>	98%	(100bp)	103%	(600bp)
Risk-weighted assets (3)					
- Credit risk (non-counterparty)	<b>37.0</b>	36.3	2%	37.9	(2%)
- Operational risk	<b>7.8</b>	7.8	-	7.8	-
Total risk-weighted assets	<b>44.8</b>	44.1	2%	45.7	(2%)

## Notes:

- (1) Divisional return on equity is based on divisional operating profit after tax divided by average notional equity (based on 10% of the monthly average of divisional RWAs, adjusted for capital deductions).
- (2) Provision coverage represents loan impairment provisions as a percentage of risk elements in lending.
- (3) Divisional RWAs are based on a long-term conservative average secured mortgage probability of default methodology rather than the current lower point in time basis required for regulatory reporting.

**Key points**

UK Retail continues to work towards being the best retail bank in the UK. In August 2013, it was announced that the division's then CEO, Ross McEwan, would take up the position of RBS Group CEO and a comprehensive internal and external search for his successor commenced. Les Matheson (previously Managing Director of Products and Marketing) has been appointed as interim CEO of UK Retail to lead the business in achieving its goals.

The division's newly retrained mortgage advisors continued to make good progress with new mortgage lending, growing application values by a further 14% in Q3 2013 following a 72% rebound in Q2 2013. Completion values increased by 64% following the high volume of applications in Q2 2013. RBS was the first bank to be ready to deliver the second phase of the Government's Help to Buy scheme, launched in early October 2013, and the very strong early response from customers has further reinforced UK Retail's determination to help young people and families across Britain buy their next home.

## UK Retail

### Key points (continued)

During Q3 2013, the division also continued to focus on making banking simple and easy for customers. The pricing on Cash/Instant Access ISAs was simplified, with fewer interest rate tiers and improved entry level interest rates.

Cashback Plus rewarding customers with a cash rebate for using their debit card in selected stores was launched for current account holders in the quarter. This is the first free debit card cashback scheme to launch in the UK, offering something innovative to RBS and NatWest customers. Over 400,000 customers had signed up for Cashback Plus by the end of Q3 2013. In addition, more than one million credit card customers were using the Your Points loyalty scheme by the quarter end, receiving a variety of benefits for transacting on their card.

### Q3 2013 compared with Q2 2013

- Operating profit increased by £40 million, or 8%, reflecting good income performance and stable, low levels of impairments.
- Loans and advances to customers increased as mortgage completions rebounded following advisor retraining during H1 2013. Credit card balances increased slightly, offset by a small decline in personal advances.
- Customer deposit balances increased by 2%, with strong balance growth of 5% in instant access savings products. The volume of new instant access accounts increased by 3% to 7.6 million during the quarter.
- Net interest income was 3% higher.

Savings margins improved slightly as fixed rate products rolled off and strong growth in instant access products continued. This was offset by current account margin decline.

Mortgage new business margins continued to fall in line with market conditions; however, mortgage volumes increased and overall mortgage book margins remained stable.

- Non-interest income increased by £29 million as minimal regulatory provisions were taken compared with Q2 2013. Strong transactional income from both debit and credit cards, supported by Cashback Plus and Your Points loyalty schemes respectively also contributed to this increase.
-

Direct costs were 6% higher as continued lower staff costs were more than offset by increased non-staff charges.

Direct staff costs declined further as headcount was reduced by 1,400.

Direct other costs increased due to a higher FSCS levy and other regulatory charges.

Indirect costs increased due to higher technology investment costs.

- Impairments were 8% lower, driven by lower customer defaults. Recoveries remained strong across the portfolio of impaired debt.
- Risk elements in lending reduced by £0.5 billion primarily reflecting the write down of unsecured assets and the reclassification of certain mortgage loans.
- Risk-weighted assets increased as a result of volume growth and minor model recalibrations, primarily in mortgages.

### **Q3 2013 compared with Q3 2012**

- Operating profit increased by 11% with lower impairment losses and higher income, partly offset by increased costs.
- Net interest income increased, reflecting higher mortgage balances. Current account balances have grown strongly, however, this has been more than offset by lower rates on hedges.

## UK Retail

### Key points (continued)

#### Q3 2013 compared with Q3 2012 (continued)

- Non-interest income remained broadly flat. Strong transactional income from debit and credit cards, with volumes 10% higher, was offset by lower investment and advice income following the Retail Distribution Review.
- Direct staff costs decreased, reflecting a 3,200 headcount reduction. Other direct costs increased principally due to higher FSCS levies, regulatory charges and increased marketing activity. Indirect costs reflected higher technology investment expenditure.
- Impairments were 42% lower as a result of improved asset quality and significantly lower default volumes.

## UK Corporate

	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012	2013	2012
	£m	£m	£m	£m	£m
<b>Income statement</b>					
Net interest income	725	715	729	2,146	2,257
Net fees and commissions	328	335	334	984	1,016
Other non-interest income	59	92	75	208	277
Non-interest income	387	427	409	1,192	1,293
Total income	1,112	1,142	1,138	3,338	3,550
Direct expenses					
- staff	(229)	(226)	(229)	(683)	(714)
- other	(90)	(113)	(91)	(308)	(265)
Indirect expenses	(221)	(214)	(203)	(643)	(595)
	(540)	(553)	(523)	(1,634)	(1,574)
Profit before impairment losses	572	589	615	1,704	1,976
Impairment losses	(150)	(194)	(247)	(529)	(604)
Operating profit	422	395	368	1,175	1,372
<b>Analysis of income by business</b>					
Corporate and commercial lending	631	665	613	1,918	1,964
Asset and invoice finance	169	170	176	503	509
Corporate deposits	88	83	141	244	481
Other	224	224	208	673	596
Total income	1,112	1,142	1,138	3,338	3,550
<b>Analysis of impairments by sector</b>					



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Financial institutions	<b>5</b>	(1)	8	<b>6</b>	12
Hotels and restaurants	<b>7</b>	12	6	<b>37</b>	29
Housebuilding and construction	<b>9</b>	6	14	<b>27</b>	118
Manufacturing	<b>17</b>	5	20	<b>30</b>	39
Private sector education, health, social work, recreational and community services	<b>36</b>	44	(8)	<b>105</b>	35
Property	<b>41</b>	93	117	<b>203</b>	181
Wholesale and retail trade, repairs	<b>20</b>	7	16	<b>59</b>	65
Asset and invoice finance	<b>5</b>	5	10	<b>11</b>	30
Shipping	<b>(1)</b>	24	29	<b>31</b>	40
Other	<b>11</b>	(1)	35	<b>20</b>	55
<b>Total impairment losses</b>	<b>150</b>	194	247	<b>529</b>	604

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## UK Corporate

	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012	2013	2012
<b>Loan impairment charge as % of gross</b>					
<b>customer loans and advances (excluding reverse repurchase agreements) by sector</b>					
Financial institutions	0.4%	(0.1%)	0.6%	0.2%	0.3%
Hotels and restaurants	0.5%	0.9%	0.4%	0.9%	0.7%
Housebuilding and construction	1.2%	0.8%	1.6%	1.2%	4.5%
Manufacturing	1.6%	0.5%	1.7%	0.9%	1.1%
Private sector education, health, social work, recreational and community services	1.7%	2.0%	(0.4%)	1.6%	0.5%
Property	0.7%	1.5%	1.8%	1.2%	0.9%
Wholesale and retail trade, repairs	1.0%	0.3%	0.7%	0.9%	1.0%
Asset and invoice finance	0.2%	0.2%	0.4%	0.1%	0.4%
Shipping	(0.1%)	1.3%	1.5%	0.6%	0.7%
Other	0.2%	-	0.5%	0.1%	0.3%
Total	0.6%	0.7%	0.9%	0.7%	0.7%
<b>Key metrics</b>					
	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012	2013	2012
<b>Performance ratios</b>					
Return on equity (1)	12.4%	11.8%	11.9%	11.7%	15.0%
Net interest margin	3.09%	3.05%	2.99%	3.05%	3.08%
Cost:income ratio	49%	48%	46%	49%	44%

Note:

- (1) Divisional return on equity is based on divisional operating profit after tax, divided by average notional equity (based on 10% of the monthly average of divisional RWAs, adjusted for capital deductions).

## UK Corporate

	30 September 2013	30 June 2013		31 December 2012	
	£bn	£bn	Change	£bn	Change
<b>Capital and balance sheet</b>					
Loans and advances to customers (gross)					
- financial institutions	4.7	4.6	2%	5.8	(19%)
- hotels and restaurants	5.5	5.5	-	5.6	(2%)
- housebuilding and construction	2.9	2.9	-	3.4	(15%)
- manufacturing	4.3	4.4	(2%)	4.7	(9%)
- private sector education, health, social work, recreational and community services	8.6	8.7	(1%)	8.7	(1%)
- property	23.1	24.1	(4%)	24.8	(7%)
- wholesale and retail trade, repairs	8.4	8.2	2%	8.5	(1%)
- asset and invoice finance	11.6	11.6	-	11.2	4%
- shipping	7.0	7.3	(4%)	7.6	(8%)
- other	27.7	27.3	1%	26.7	4%
	103.8	104.6	(1%)	107.0	(3%)
Loan impairment provisions	(2.3)	(2.4)	(4%)	(2.4)	(4%)
Net loans and advances to customers	101.5	102.2	(1%)	104.6	(3%)
Total third party assets	107.0	107.6	(1%)	110.2	(3%)
Risk elements in lending	6.0	6.2	(3%)	5.5	9%
Provision coverage (1)	39%	39%	-	45%	(600bp)
Customer deposits	124.9	126.2	(1%)	127.1	(2%)
Loan:deposit ratio (excluding repos)	81%	81%	-	82%	(100bp)
Risk-weighted assets					
- Credit risk (non-counterparty)	78.8	79.7	(1%)	77.7	1%
- Operational risk	8.4	8.4	-	8.6	(2%)
	87.2	88.1	(1%)	86.3	1%

Note:

- (1) Provision coverage represents loan impairment provisions as a percentage of risk elements in lending.

### Key points

UK Corporate continues to pursue new initiatives to deliver on its commitment to UK businesses and the communities it operates in.

As part of the division's concerted effort to support its SME customers, UK Corporate is proactively reviewing the business needs of SME customers to understand if they could benefit from the offer of additional facilities. By the end of September 2013, over 10,000 customers had been identified for additional funding under UK Corporate's 'Statements of Appetite' initiative with over £3.8 billion of funding offered to customers.

In Q3 2013 UK Corporate received more lending applications from SME customers than in any other period of 2013. For our larger customers UK Corporate has set aside £1.25 billion of funding for targeted support to housing associations, education sector clients and strategic infrastructure projects.

The division has continued to support the government-backed Funding for Lending Scheme (FLS). Surpassing its original FLS commitment, UK Corporate has now allocated in excess of £4.6 billion of new FLS-related lending to over 26,000 customers, £2.9 billion of which has been drawn. Mid-sized manufacturers are being offered targeted support, with interest rates reduced by more than 1% in some cases. SME customers have benefited from both lower interest rates and the removal of arrangement fees.

## UK Corporate

### Key points (continued)

In July 2013, RBS announced an independent review by Sir Andrew Large of the lending standards and practices used by RBS and NatWest. The detailed findings of Sir Andrew's report will be addressed in full in the Group's comprehensive business review. UK corporate is committed to adopting a revised strategy and capabilities to enhance support to SMEs and the wider UK economic recovery while maintaining safe and sound lending practices.

Over 8,000 members of the public have benefited from UK Corporate's Business Banking Enterprise Programme in 2013. Through its combination of nationwide start-up surgeries, mobile business schools and business academies, the programme offers support and advice to aspiring entrepreneurs, start-up businesses and established SMEs looking to grow.

### Q3 2013 compared with Q2 2013

- Following growth of 10% in Q2 2013, operating profit increased by a further 7% with a return on equity of 12.4%.
- Net interest income increased by 1%, benefiting from deposit and asset repricing. The additional day in the quarter helped offset the continued impact of lower yields on current accounts.
- Non-interest income declined by 9%, primarily from the non-repeat of an equity gain of £20 million recorded in Q2 2013.
- Total expenses were 2% lower, with no additional customer remediation costs in the quarter.
- Impairments improved by £44 million, or 23%, with fewer significant individual cases in the mid-to-large corporate business.
- Risk-weighted assets were £1 billion lower as reduced asset volumes offset the increase resulting from the implementation of regulatory capital model change for shipping exposures.

### Q3 2013 compared with Q3 2012

- Operating profit improved by 15%, principally driven by lower impairment charges.
- Net interest income declined by 1% with economic factors affecting deposit returns combined with a 4% reduction in lending volumes, partially offset by the repricing initiatives.

- Non-interest income was down 5%, due to an £18 million reduction in operating lease income (offset by an associated reduction in operating lease depreciation in expenses), lower lending fees and higher derivative close-out costs on impaired assets. These were partially offset by a one-off fair value charge of £25 million recorded on investments in Q3 2012.
- Total expenses were up 3%, reflecting a £15 million increased allocation of branch network costs. Direct costs remained flat with higher investment spend and costs of the lending review, offset by a £14 million reduction in operating lease depreciation.
- Impairments improved by £97 million due to fewer significant individual cases.
- The loan to deposit ratio moved to 81% from 84% in Q3 2012. Lending volumes were down 4% as business demand for credit remained weak, whilst deposits were down 1% reflecting the rebalancing of the Group's liquidity position.
- Risk-weighted assets increased as a result of regulatory capital model changes, in part offset by reduced asset volumes and movements into default.

## Wealth

	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012	2013	2012
	£m	£m	£m	£m	£m
<b>Income statement</b>					
Net interest income	169	162	185	500	542
Net fees and commissions	90	91	94	270	277
Other non-interest income	12	19	13	46	66
Non-interest income	102	110	107	316	343
Total income	271	272	292	816	885
Direct expenses					
- staff	(102)	(110)	(103)	(320)	(334)
- other	(30)	(27)	(43)	(81)	(128)
Indirect expenses	(78)	(77)	(75)	(235)	(226)
	(210)	(214)	(221)	(636)	(688)
Profit before impairment losses	61	58	71	180	197
Impairment losses	(1)	(2)	(8)	(8)	(30)
Operating profit	60	56	63	172	167
<b>Analysis of income</b>					
Private banking	222	223	237	669	726
Investments	49	49	55	147	159
Total income	271	272	292	816	885
<b>Key metrics</b>					
	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September



	2013	2013	2012	2013	2012
<b>Performance ratios</b>					
Return on equity (1)	<b>13.1%</b>	12.1%	13.8%	<b>12.4%</b>	12.0%
Net interest margin	<b>3.56%</b>	3.41%	3.88%	<b>3.51%</b>	3.74%
Cost:income ratio	<b>77%</b>	79%	76%	<b>78%</b>	78%

Note:

- (1) Divisional return on equity is based on divisional operating profit after tax divided by average notional equity (based on 10% of the monthly average of divisional RWAs, adjusted for capital deductions).

## Wealth

	30 September	30 June		31 December	
	2013	2013		2012	
	£bn	£bn	Change	£bn	Change
<b>Capital and balance sheet</b>					
Loans and advances to customers (gross)					
- mortgages	8.7	8.7	-	8.8	(1%)
- personal	5.6	5.7	(2%)	5.5	2%
- other	2.6	2.7	(4%)	2.8	(7%)
	16.9	17.1	(1%)	17.1	(1%)
Loan impairment provisions	(0.1)	(0.1)	-	(0.1)	-
Net loans and advances to customers	16.8	17.0	(1%)	17.0	(1%)
Risk elements in lending	0.3	0.3	-	0.2	50%
Provision coverage (1)	38%	39%	(100bp)	44%	(600bp)
Assets under management (excluding deposits)	30.5	31.1	(2%)	28.9	6%
Customer deposits	38.1	38.9	(2%)	38.9	(2%)
Loan:deposit ratio (excluding repos)	44%	44%	-	44%	-
Risk-weighted assets					
- Credit risk (non-counterparty)	10.1	10.6	(5%)	10.3	(2%)
- Market risk	0.1	-	100%	0.1	-
- Operational risk	1.9	1.9	-	1.9	-
	12.1	12.5	(3%)	12.3	(2%)

Note:

- (1) Provision coverage represents loan impairment provisions as a percentage of risk elements in lending.

## Key points

In Q3 2013, Coutts made further progress in implementing its UK strategy. The new advice proposition, post the UK's Retail Distribution Review, has delivered over £2 billion of assets under advice year to date.

Coutts continues to streamline client-facing processes and drive greater benefits from its global technology platform. It recently announced a reduction in the London property footprint from 11 buildings to 2 in order to drive further synergies. Good progress continues with the restructuring and investment in the international trust business including the closure of the Berne office in Q3 2013.

## Q3 2013 compared with Q2 2013

- Operating profit was up £4 million primarily due to lower expenses reflecting the continued focus on cost reduction.
- Income was down £1 million, with a 7% decrease in non-interest income partially offset by a 4% increase in net interest income. The increase in net interest income is a result of Wealth's repricing initiatives on deposits. This follows a reduction in the spread earned on a number of deposit products, reflecting lower Group funding requirements. Lower non-interest income was largely due to lower transactional activity in the international businesses.
- Expenses decreased by 2% reflecting reduced headcount, from efficiency gains following investment in the global platform infrastructure, and a continued focus on discretionary costs.
- Client assets and liabilities managed by the division declined by 2% with a reduction in deposits, following repricing initiatives in the UK, and a reduction in assets under management, due to movements in exchange rates. Lending remained broadly stable.
- Impairments were £1 million lower, as the credit quality of the loan book remained strong.

## Wealth

### Key points (continued)

#### Q3 2013 compared with Q3 2012

- Operating profit was down 5% with lower income only partially offset by reduced expenses and impairment losses.
- Net interest income declined by 9%, reflecting lower spreads on a number of deposit products. Non-interest income was 5% lower as market volatility led to a decrease in investment income.
- Expenses fell by 5% due to reduced headcount and continued management of the cost base.
- Client assets and liabilities managed by the division were flat. Lending was stable while deposits declined by 2% as a result of repricing activity in Q3 2013. Assets under management increased by 3% due to net inflows of £1 billion primarily in the international business.
- Impairments were £7 million lower.

## International Banking

	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012	2013	2012
	£m	£m	£m	£m	£m
<b>Income statement</b>					
Net interest income (excluding funding costs of rental assets)	166	177	227	540	721
Funding costs of rental assets	-	-	-	-	(9)
Net interest income	166	177	227	540	712
Non-interest income	288	291	308	864	926
Total income	454	468	535	1,404	1,638
Direct expenses					
- staff	(137)	(136)	(134)	(407)	(477)
- other	(41)	(34)	(48)	(113)	(144)
Indirect expenses	(165)	(157)	(166)	(483)	(504)
	(343)	(327)	(348)	(1,003)	(1,125)
Profit before impairment losses	111	141	187	401	513
Impairment losses	(28)	(99)	(12)	(182)	(74)
Operating profit	83	42	175	219	439
<b>Of which:</b>					
Ongoing businesses	83	42	171	219	452
Run-off businesses	-	-	4	-	(13)
<b>Analysis of income by product</b>					
Cash management	189	177	224	553	738
Trade finance	77	71	76	218	221
Loan portfolio	188	220	228	632	658
Ongoing businesses	454	468	528	1,403	1,617

Run-off businesses	-	-	7	1	21
Total income	454	468	535	1,404	1,638
<b>Analysis of impairments by sector</b>					
Manufacturing and infrastructure	-	87	2	127	21
Property and construction	20	9	-	15	7
Transport and storage	8	-	-	32	(4)
Telecommunications, media and technology	-	(7)	-	(7)	9
Banks and financial institutions	-	-	12	-	43
Other	-	10	(2)	15	(2)
Total impairment losses	28	99	12	182	74
<b>Loan impairment charge as % of gross customer loans and advances (excluding reverse repurchase agreements)</b>					
	0.3%	1.0%	0.1%	0.6%	0.2%

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## International Banking

Key metrics	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012	2013	2012
<b>Performance ratios (ongoing businesses)</b>					
Return on equity (1)	4.7%	2.3%	10.3%	4.1%	9.5%
Net interest margin	1.47%	1.62%	1.70%	1.61%	1.65%
Cost:income ratio	76%	70%	65%	71%	67%

	30 September	30 June	Change	31 December	Change
	2013	2013		2012	
	£bn	£bn		£bn	
<b>Capital and balance sheet</b>					
Loans and advances to customers (gross) (2)					
- manufacturing and infrastructure	15.0	16.6	(10%)	15.8	(5%)
- property and construction	2.2	2.4	(8%)	2.4	(8%)
- transport and storage	3.2	3.5	(9%)	2.5	28%
- telecommunications, media and technology	2.3	1.7	35%	2.2	5%
- banks and financial institutions	8.4	7.7	9%	9.1	(8%)
- other	10.8	8.7	24%	10.2	6%
	41.9	40.6	3%	42.2	(1%)
Loan impairment provisions	(0.3)	(0.4)	(25%)	(0.4)	(25%)
Net loans and advances to customers	41.6	40.2	3%	41.8	-
Loans and advances to banks	5.5	5.6	(2%)	4.8	15%
Securities	2.4	2.5	(4%)	2.6	(8%)
Cash and eligible bills	0.3	0.2	50%	0.5	(40%)
Other	3.5	3.4	3%	3.3	6%

Total third party assets (excluding derivatives mark-to-market)	<b>53.3</b>	51.9	3%	53.0	1%
Risk elements in lending	<b>0.5</b>	0.5	-	0.4	25%
Provision coverage (3)	<b>64%</b>	75%	(1,100bp)	93%	(2,900bp)
Customer deposits (excluding repos)	<b>47.6</b>	46.0	3%	46.2	3%
Bank deposits (excluding repos)	<b>5.3</b>	6.1	(13%)	5.6	(5%)
Loan:deposit ratio (excluding repos)	<b>87%</b>	87%	-	91%	(400bp)
Risk-weighted assets					
- Credit risk (non-counterparty)	<b>43.7</b>	45.0	(3%)	46.7	(6%)
- Operational risk	<b>4.7</b>	4.7	-	5.2	(10%)
	<b>48.4</b>	49.7	(3%)	51.9	(7%)

## Notes:

- (1) Divisional return on equity is based on divisional operating profit after tax, divided by average notional equity (based on 10% of the monthly average of divisional RWAs, adjusted for capital deductions), for the ongoing businesses.
- (2) Excludes disposal groups.
- (3) Provision coverage represents loan impairment provisions as a percentage of risk elements in lending.

	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012	2013	2012
	£m	£m	£m	£m	£m
<b>Run-off businesses (1)</b>					
Total income	-	-	7	1	21
Direct expenses	-	-	(3)	(1)	(34)
Operating profit/(loss)	-	-	4	-	(13)

## Note:

- (1) Run-off businesses consist of the exited corporate finance business.





## International Banking

### Key points

International Banking remains focused on serving customers through its country network using its core strengths: debt financing, risk management and transaction services. Business conditions remained difficult during Q3 2013, with persistent low interest rates and broader margin compression.

In Q3 2013, International Banking continued to strengthen its balance sheet. Despite an underlying increase from the ongoing roll out of credit models, the division's risk-weighted assets were down 3% year on year.

### Q3 2013 compared with Q2 2013

- Operating profit was up £41 million, driven by lower impairments.
- Income decreased by £14 million, or 3%:

Loan portfolio income was down 15%, with lower net interest income from a smaller portfolio asset base (due to increased repayments by customers actively managing their debt profiles) partially offset by increased revenues from capital management and hedging activities. Cash management income was up £12 million, reflecting strategic improvements in the deposit mix.

Trade finance was up 8%, driven by loan growth, particularly in Asia.

- Total expenses increased by £16 million, due to a £6 million increase related to risk management activities and an £8 million increase in indirect costs.
- Impairment losses were £71 million lower than in Q2 2013, which included two large single-name provisions.
- Third party assets were up 3%, reflecting growth in Trade finance as the business continues to grow capital efficient lending. This was partially offset by a lower asset base in the loan portfolio due to increased levels of customer repayments.
- Risk-weighted assets decreased by 3%, partly due to movements in exchange rates.
- Return on equity was 5% compared with 2% in Q2 2013.

### Q3 2013 compared with Q3 2012

- Operating profit decreased by £92 million as a result of a decline in income and increased impairments, partially offset by lower costs.
- Income was 15% lower:

Cash management income was down 16% reflecting a decline in three-month LIBOR as well as increased funding costs of liquidity buffer requirements.

Loan portfolio income was down 18% as a result of a lower asset base, resulting in decreased net interest income year on year.

- Expenses declined by £5 million, reflecting continued emphasis on cost control with timely run-off of discontinued business. Tighter management of technology and infrastructure support costs also delivered savings.
- Impairments were £16 million higher primarily due to a single provision in Q3 2013.
- Third party assets declined by 9% following increased levels of customer repayments as customers continued to manage down their debt profile.
- Risk-weighted assets were down 3%, as management action mitigated credit model increases.

## Ulster Bank

	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012	2013	2012
	£m	£m	£m	£m	£m
<b>Income statement</b>					
Net interest income	154	154	163	462	488
Net fees and commissions	35	35	36	104	109
Other non-interest income	25	53	14	98	36
Non-interest income	60	88	50	202	145
Total income	214	242	213	664	633
Direct expenses					
- staff	(64)	(67)	(54)	(188)	(161)
- other	(15)	(12)	(13)	(42)	(35)
Indirect expenses	(63)	(65)	(59)	(188)	(188)
	(142)	(144)	(126)	(418)	(384)
Profit before impairment losses	72	98	87	246	249
Impairment losses	(204)	(263)	(329)	(707)	(1,046)
Operating loss	(132)	(165)	(242)	(461)	(797)
<b>Analysis of income by business</b>					
Corporate	76	88	85	246	275
Retail	101	120	93	310	267
Other	37	34	35	108	91
Total income	214	242	213	664	633
<b>Analysis of impairments by sector</b>					
Mortgages	30	91	155	211	511

Commercial real estate					
- investment	<b>104</b>	51	78	<b>201</b>	169
- development	<b>12</b>	12	14	<b>38</b>	38
Other corporate	<b>51</b>	111	75	<b>237</b>	292
Other lending	<b>7</b>	(2)	7	<b>20</b>	36
Total impairment losses	<b>204</b>	263	329	<b>707</b>	1,046
<b>Loan impairment charge as % of gross</b>					
<b>customer loans and advances (excluding reverse repurchase agreements) by sector</b>					
Mortgages	<b>0.6%</b>	1.8%	3.3%	<b>1.5%</b>	3.6%
Commercial real estate					-
- investment	<b>11.6%</b>	5.7%	8.7%	<b>7.4%</b>	6.3%
- development	<b>6.9%</b>	6.9%	8.0%	<b>7.2%</b>	7.2%
Other corporate	<b>2.8%</b>	5.9%	3.9%	<b>4.4%</b>	5.1%
Other lending	<b>2.3%</b>	(0.6%)	2.2%	<b>2.2%</b>	3.7%
Total	<b>2.6%</b>	3.2%	4.1%	<b>3.0%</b>	4.3%

## Ulster Bank

Key metrics	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012	2013	2012
<b>Performance ratios</b>					
Return on equity (1)	(12.0%)	(14.1%)	(20.4%)	(13.2%)	(22.0%)
Net interest margin	1.86%	1.85%	1.92%	1.85%	1.87%
Cost:income ratio	66%	60%	59%	63%	61%

	30 September	30 June	Change	31 December	Change
	2013	2013		2012	
	£bn	£bn		£bn	
<b>Capital and balance sheet</b>					
Loans and advances to customers (gross)					
Mortgages	19.2	19.8	(3%)	19.2	-
Commercial real estate					
- investment	3.6	3.6	-	3.6	-
- development	0.7	0.7	-	0.7	-
Other corporate	7.2	7.5	(4%)	7.8	(8%)
Other lending	1.2	1.3	(8%)	1.3	(8%)
	31.9	32.9	(3%)	32.6	(2%)
Loan impairment provisions	(4.5)	(4.4)	2%	(3.9)	15%
Net loans and advances to customers	27.4	28.5	(4%)	28.7	(5%)
Risk elements in lending					
Mortgages	3.3	3.4	(3%)	3.1	6%
Commercial real estate					
- investment	2.1	1.9	11%	1.6	31%
- development	0.4	0.5	(20%)	0.4	-
Other corporate	2.5	2.6	(4%)	2.2	14%
Other lending	0.2	0.2	-	0.2	-

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Total risk elements in lending	<b>8.5</b>	8.6	(1%)	7.5	13%
Provision coverage (2)	<b>52%</b>	52%	-	52%	-
Customer deposits	<b>22.2</b>	23.1	(4%)	22.1	-
Loan:deposit ratio (excluding repos)	<b>123%</b>	123%	-	130%	(700bp)
Risk-weighted assets					
- Credit risk					
- non-counterparty	<b>29.6</b>	31.3	(5%)	33.6	(12%)
- counterparty	<b>0.4</b>	0.6	(33%)	0.6	(33%)
- Market risk	<b>0.1</b>	0.3	(67%)	0.2	(50%)
- Operational risk	<b>1.7</b>	1.7	-	1.7	-
	<b>31.8</b>	33.9	(6%)	36.1	(12%)
Spot exchange rate - €/£	<b>1.196</b>	1.169		1.227	

Notes:

- (1) Divisional return on equity is based on divisional operating loss after tax divided by average notional equity (based on 10% of the monthly average of divisional RWAs, adjusted for capital deductions).
- (2) Provision coverage represents loan impairment provisions as a percentage of risk elements in lending.

## Ulster Bank

### Key points

Operating results showed further improvement in Q3 2013 primarily due to lower impairment losses. Ulster Bank's investment in programmes to assist customers in financial difficulty has resulted in six consecutive months of declining mortgage arrears and this, coupled with stabilising economic conditions, has driven an improved impairment performance.

Ulster Bank is committed to supporting economic recovery across the island of Ireland. The bank continued to re-affirm its commitment to serving customers well, supporting business and giving back to the communities where it operates. A number of new initiatives were delivered in Q3 2013 that demonstrate Ulster Bank's core values.

### Serving our customers well

In the quarter, Ulster Bank customers completed 46% of transactions through digital channels. This was supported by further enhancements to mobile services and smart phone apps that allow customers to withdraw money from an ATM without a debit card, make payments using only a mobile number and view up to seven years of transaction history.

Over 7,000 business customers have registered for the "Anytime for Business" online banking service since its launch in Q2 2013.

Customers now have access to a customer advisor in real time via Webchat 24 hours a day, 7 days a week.

### Supporting Enterprise and Communities:

Working in partnership with others, Ulster Bank provides funding for a range of initiatives such as SmallBusinessCan and BusinessWomenCan to build long-term financial health and employability. During Q3 2013 this was recognised in the National Chambers Ireland Corporate Social Responsibility Awards where Ulster Bank won the Marketplace award for BusinessWomenCan.

Through the Bank of England and HM Treasury Funding for Lending Scheme Ulster Bank has committed over £100 million of new lending to Northern Ireland businesses.

The bank's "One Week in June" initiative raised £430,000 for a number of Irish charities through a series of fundraising events involving both staff and customers.



## Helping customers in financial difficulty

Ulster Bank has invested strategically in people, systems and a suite of tailored solutions to make it easier for customers to enter into arrangements to stay in their homes and remain economically active. Customers in financial difficulty are continuously encouraged to engage with the bank.

## Q3 2013 compared with Q2 2013

Operating results improved by £33 million, or 20%, primarily due to lower impairment losses on the mortgage portfolio reflecting investment in programmes to support customers in arrears.

Income fell by £28 million in the quarter reflecting a reduced mark-to-market benefit on derivative instruments executed to hedge interest rate basis risk in the mortgage portfolio. Net interest income remained stable at £154 million with net interest margin increasing by 1 basis point to 1.86%.

Total expenses were £2 million, or 1%, lower, driven by the benefits of cost saving initiatives and the non-recurrence of an impairment charge on own property assets in Q2 2013.

Impairment losses fell by £59 million, or 22%, with a significant reduction in losses on the mortgage portfolio as residential property prices stabilised. Impairment losses within the corporate portfolio remained elevated with a small number of significant charges on individual counterparty exposures.

## Ulster Bank

### Key points (continued)

#### Q3 2013 compared with Q2 2013 (continued)

The loan:deposit ratio remained steady at 123%. Loan balances fell by 3% reflecting limited new lending due to low levels of demand. Retail and SME deposit balances were stable during the quarter, although total deposit balances declined by 4% driven by a reduction in Corporate Term balances.

#### Q3 2013 compared with Q3 2012

Operating results improved significantly, by £110 million or 45%, driven by lower impairment losses.

Income was marginally higher at £214 million. Net interest income was down £9 million reflecting a lower return on the bank's capital base coupled with the cost of deposit raising. Net interest margin decreased by 6 basis points to 1.86%. Non-interest income increased by £10 million primarily due to a mark-to-market benefit on derivative instruments.

Expenses increased by £16 million, or 13%, reflecting further investment in programmes to support customers in financial difficulty, the cost of mandatory change programmes and higher pension charges.

Impairment losses decreased by £125 million, or 38%, reflecting a reduction in losses on the mortgage portfolio as residential property prices stabilised.

The progress made during 2012 to strengthen the balance sheet continued into 2013 with deposit balances 9% higher than Q3 2012. As a result, the loan to deposit ratio improved to 123% from 141% at Q3 2012.

Risk-weighted assets decreased by 9% reflecting a smaller performing loan book and stabilising credit metrics.

## US Retail &amp; Commercial (£ Sterling)

	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012	2013	2012
	£m	£m	£m	£m	£m
<b>Income statement</b>					
Net interest income	493	473	488	1,437	1,467
Net fees and commissions	197	192	197	579	594
Other non-interest income	66	86	95	254	290
Non-interest income	263	278	292	833	884
Total income	756	751	780	2,270	2,351
Direct expenses					
- staff	(264)	(278)	(254)	(821)	(786)
- other	(249)	(231)	(247)	(726)	(751)
- litigation settlement	-	-	-	-	(88)
Indirect expenses	(42)	(36)	(35)	(108)	(104)
	(555)	(545)	(536)	(1,655)	(1,729)
Profit before impairment losses	201	206	244	615	622
Impairment losses	(59)	(32)	(21)	(110)	(68)
Operating profit	142	174	223	505	554
Average exchange rate - US\$/£	1.551	1.536	1.581	1.543	1.578
<b>Analysis of income by product</b>					
Mortgages and home equity	109	123	139	358	406
Personal lending and cards	106	104	101	310	300
Retail deposits	197	189	213	576	653
Commercial lending	175	167	144	510	455

Commercial deposits	<b>103</b>	98	109	<b>303</b>	333
Other	<b>66</b>	70	74	<b>213</b>	204
Total income	<b>756</b>	751	780	<b>2,270</b>	2,351
<b>Analysis of impairments by sector</b>					
Residential mortgages	<b>16</b>	10	(5)	<b>28</b>	(3)
Home equity	<b>27</b>	18	40	<b>64</b>	82
Corporate and commercial	<b>(13)</b>	(11)	(35)	<b>(48)</b>	(57)
Other consumer	<b>24</b>	15	21	<b>61</b>	41
Securities	<b>5</b>	-	-	<b>5</b>	5
Total impairment losses	<b>59</b>	32	21	<b>110</b>	68
<b>Loan impairment charge as % of gross</b>					
<b>customer loans and advances</b>					
<b>(excluding</b>					
<b>reverse repurchase agreements) by</b>					
<b>sector</b>					
Residential mortgages	<b>1.1%</b>	0.7%	(0.3%)	<b>0.6%</b>	(0.1%)
Home equity	<b>0.9%</b>	0.5%	1.2%	<b>0.7%</b>	0.8%
Corporate and commercial	<b>(0.2%)</b>	(0.2%)	(0.6%)	<b>(0.3%)</b>	(0.3%)
Other consumer	<b>1.1%</b>	0.7%	1.0%	<b>0.9%</b>	0.7%
Total	<b>0.4%</b>	0.2%	0.2%	<b>0.3%</b>	0.2%

## US Retail &amp; Commercial (£ Sterling)

Key metrics	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012	2013	2012
<b>Performance ratios</b>					
Return on equity (1)	6.3%	7.7%	9.7%	7.4%	8.1%
Net interest margin	2.99%	2.91%	2.96%	2.94%	3.00%
Cost:income ratio	73%	73%	69%	73%	74%

	30 September	30 June	Change	31 December	Change
	2013	2013		2012	
	£bn	£bn		£bn	
<b>Capital and balance sheet</b>					
Loans and advances to customers (gross)					
- residential mortgages	5.6	5.8	(3%)	5.8	(3%)
- home equity	12.5	13.5	(7%)	13.3	(6%)
- corporate and commercial	24.1	25.2	(4%)	23.8	1%
- other consumer	8.6	8.8	(2%)	8.4	2%
	50.8	53.3	(5%)	51.3	(1%)
Loan impairment provisions	(0.3)	(0.3)	-	(0.3)	-
Net loans and advances to customers	50.5	53.0	(5%)	51.0	(1%)
Total third party assets	71.9	74.6	(4%)	72.8	(1%)
Investment securities	12.9	11.5	12%	12.0	8%
Risk elements in lending					
- retail	0.9	0.9	-	0.8	13%
- commercial	0.2	0.2	-	0.3	(33%)
Total risk elements in lending	1.1	1.1	-	1.1	-
Provision coverage (3)	25%	23%	200bp	25%	-

Customer deposits (excluding repos)	<b>58.0</b>	60.1	(3%)	59.2	(2%)
Bank deposits (excluding repos)	<b>0.7</b>	1.6	(56%)	1.8	(61%)
Loan:deposit ratio (excluding repos)	<b>87%</b>	88%	(100bp)	86%	100bp
Risk-weighted assets					
- Credit risk					
- non-counterparty	<b>50.6</b>	52.7	(4%)	50.8	-
- counterparty	<b>0.6</b>	0.6	-	0.8	(25%)
- Operational risk	<b>4.9</b>	4.9	-	4.9	-
	<b>56.1</b>	58.2	(4%)	56.5	(1%)
Spot exchange rate - US\$/£	<b>1.618</b>	1.520		1.616	

## Notes:

- (1) Divisional return on equity is based on divisional operating profit after tax divided by average notional equity (based on 10% of the monthly average of divisional RWAs, adjusted for capital deductions).
- (2) Excludes the litigation settlement in Q1 2012 and net gain on sale of Visa B shares in Q2 2012.
- (3) Provision coverage represents loan impairment provisions as a percentage of risk elements in lending.

**Key points**

Performance is described in full in the US dollar-based financial statements set out on pages 51 to 54.

Sterling strengthened relative to the US dollar during Q3 2013, with the spot rate returning to the year end level.

## US Retail &amp; Commercial (US Dollar)

	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012	2013	2012
	\$m	\$m	\$m	\$m	\$m
<b>Income statement</b>					
Net interest income	760	726	771	2,217	2,315
Net fees and commissions	302	295	313	892	938
Other non-interest income	101	133	150	392	457
Non-interest income	403	428	463	1,284	1,395
Total income	1,163	1,154	1,234	3,501	3,710
Direct expenses					
- staff	(406)	(428)	(401)	(1,267)	(1,240)
- other	(382)	(356)	(393)	(1,119)	(1,187)
- litigation settlement	-	-	-	-	(138)
Indirect expenses	(65)	(54)	(56)	(167)	(164)
	(853)	(838)	(850)	(2,553)	(2,729)
Profit before impairment losses	310	316	384	948	981
Impairment losses	(91)	(48)	(33)	(169)	(107)
Operating profit	219	268	351	779	874
<b>Analysis of income by product</b>					
Mortgages and home equity	168	189	219	552	641
Personal lending and cards	164	159	159	478	473
Retail deposits	302	291	336	888	1,029
Commercial lending	269	257	228	787	718
Commercial deposits	159	151	173	468	526
Other	101	107	119	328	323

Total income	<b>1,163</b>	1,154	1,234	<b>3,501</b>	3,710
<b>Analysis of impairments by sector</b>					
Residential mortgages	<b>24</b>	16	(8)	<b>43</b>	(5)
Home equity	<b>43</b>	27	64	<b>99</b>	129
Corporate and commercial	<b>(21)</b>	(17)	(55)	<b>(74)</b>	(89)
Other consumer	<b>38</b>	22	32	<b>94</b>	65
Securities	<b>7</b>	-	-	<b>7</b>	7
Total impairment losses	<b>91</b>	48	33	<b>169</b>	107
<b>Loan impairment charge as % of gross</b>					
<b>customer loans and advances (excluding reverse repurchase agreements) by sector</b>					
Residential mortgages	<b>1.1%</b>	0.7%	(0.3%)	<b>0.6%</b>	(0.1%)
Home equity	<b>0.9%</b>	0.5%	1.2%	<b>0.7%</b>	0.8%
Corporate and commercial	<b>(0.2%)</b>	(0.2%)	(0.6%)	<b>(0.3%)</b>	(0.3%)
Other consumer	<b>1.1%</b>	0.7%	1.0%	<b>0.9%</b>	0.7%
Total	<b>0.4%</b>	0.2%	0.2%	<b>0.3%</b>	0.2%



## US Retail &amp; Commercial (US Dollar)

Key metrics	Quarter ended			Nine months ended	
	30 September 2013	30 June 2013	30 September 2012	30 September 2013	30 September 2012
<b>Performance ratios</b>					
Return on equity (1)	6.3%	7.7%	9.7%	7.4%	8.1%
Net interest margin	2.99%	2.91%	2.96%	2.94%	3.00%
Cost:income ratio	73%	73%	69%	73%	74%

	30 September 2013 \$bn	30 June 2013 \$bn	Change	31 December 2012 \$bn	Change
<b>Capital and balance sheet</b>					
Loans and advances to customers (gross)					
- residential mortgages	9.1	8.9	2%	9.4	(3%)
- home equity	20.2	20.4	(1%)	21.5	(6%)
- corporate and commercial	39.0	38.3	2%	38.5	1%
- other consumer	13.9	13.4	4%	13.5	3%
	82.2	81.0	1%	82.9	(1%)
Loan impairment provisions	(0.4)	(0.4)	-	(0.5)	(20%)
Net loans and advances to customers	81.8	80.6	1%	82.4	(1%)
Total third party assets	116.4	113.3	3%	117.7	(1%)
Investment securities	20.9	17.4	20%	19.5	7%
Risk elements in lending					
- retail	1.4	1.3	8%	1.3	8%
- commercial	0.3	0.4	(25%)	0.6	(50%)
Total risk elements in lending	1.7	1.7	-	1.9	(11%)
Provision coverage (3)	25%	23%	200bp	25%	-

Customer deposits (excluding repos)	<b>93.9</b>	91.4	3%	95.6	(2%)
Bank deposits (excluding repos)	<b>1.1</b>	2.4	(54%)	2.9	(62%)
Loan:deposit ratio (excluding repos)	<b>87%</b>	88%	(100bp)	86%	100bp
Risk-weighted assets					
- Credit risk					
- non-counterparty	<b>81.9</b>	79.9	3%	82.0	-
- counterparty	<b>0.9</b>	1.0	(10%)	1.4	(36%)
- Operational risk	<b>8.0</b>	7.5	7%	7.9	1%
	<b>90.8</b>	88.4	3%	91.3	(1%)

## Notes:

- (1) Divisional return on equity is based on divisional operating profit after tax divided by average notional equity (based on 10% of monthly average of divisional RWAs, adjusted for capital deductions).
- (2) Excludes the litigation settlement in Q1 2012 and net gain on sale of Visa B shares in Q2 2012.
- (3) Provision coverage represents loan impairment provisions as a percentage of risk elements in lending.

## US Retail & Commercial (US Dollar)

### Key points

In Q3 2013, US R&C continued to make progress in developing a differentiated customer proposition across both its consumer and commercial activities. We continue to make significant investments to deliver enhanced products and services to customers, to improve our operating platforms, and to increase efficiency. We have commenced our IPO preparation and are developing and implementing plans to improve operating performance and to prepare for public company readiness.

Consumer Banking continued to improve customer service with the installation of an additional 357 intelligent deposit machines in the quarter. Consumer Banking also continued to grow and deepen customer relationships, evidenced by the upward trends in online banking usage and online bill payments. Moreover, our mobile banking application was ranked the “highest customer rated” app on both Android and iOS platforms by Extreme Labs in July 2013.

Commercial Banking continued to see results from investments in its value proposition, which is based on thought leadership and product capabilities. Specifically, Q2 2013 Greenwich Middle Market Syndicated Study results versus Q1 2013 showed an increase for client satisfaction, increasing from 66% to 75%, an increase in Lead Relationships as a percentage of customers, increasing from 54% to 59% and an increase in Proactively Provides Advice & Solutions, increasing from 58% to 68%. Our US Middle Market Syndications Bookrunner most recent ranking also improved from #10 in Q1 2013 to #9.

Commercial Banking also launched several growth initiatives, including expanding the Mid-Corporate segment nationally as well as growing the Franchise Finance, Lender Finance, Commercial Real Estate and other key industry verticals. While initial efforts have been focused on securing approvals and on-boarding new talent, the initiatives have already led to incremental loan growth.

### Q3 2013 compared with Q2 2013

- Operating profit of £142 million (\$219 million) was down £32 million (\$49 million), or 18%, largely driven by an increase in impairment losses. A sluggish economic recovery, combined with significant market liquidity resulted in intensified competition in loan markets. Low short-term rates limited net interest margin expansion and the rise in long-term rates dramatically slowed mortgage refinance volumes.
- Higher rates led us to purchase incremental investment securities of £1.4 billion (\$3.5 billion) during the quarter, reversing first half run-off.

- Net interest income was up £20 million (\$34 million), or 4% (5% in US dollar terms), due to the larger investment portfolio, commercial loan growth and favourable funding costs. Net interest margin increased by 8 basis points to 2.99%.
- Loans and advances decreased 5%, an increase of 1% in US dollar terms. Commercial loans were down 4%, an increase of 1% in US dollar terms despite competition for lending opportunities. Consumer loans decreased 5%, a 1% increase in US dollar terms driven by a strategic initiative to purchase residential mortgages and hold more originations on balance sheet.
- Non-interest income was down £15 million (\$25 million), or 5% (6% in US dollar terms), reflecting lower securities gains, down £11 million (\$17 million) to £16 million (\$25 million), and mortgage banking fees, down £11 million (\$17 million) to £19 million (\$30 million), as refinancing volumes slowed, partially offset by higher commercial banking fee income.

## US Retail & Commercial (US Dollar)

### Key points (continued)

#### Q3 2013 compared with Q2 2013 (continued)

- Direct expenses were broadly in line with Q2 2013 reflecting the phasing of the annual incentive accruals and a seasonal decrease in payroll taxes, largely offset by a lower mortgage servicing rights impairment recapture.
- Impairment losses remained relatively low at £59 million (\$91 million), or 0.4% of loans and advances to customers. The credit environment remained broadly stable in the quarter. The increase in impairment losses was driven by a moderate increase in consumer charge-offs and a lower level of reserve release.

#### Q3 2013 compared with Q3 2012

- Operating profit of £142 million (\$219 million) decreased by £81 million (\$132 million), or 36% (38% in US dollar terms), largely driven by lower income and an increase in impairment losses. The operating environment and market conditions remained challenging, with intense competition for loans and an extended period of low short-term rates.
- Net interest income was up 1%, down 1% in US dollar terms due to consumer loan run-off and the effect of prevailing economic conditions on asset yields partially offset by commercial loan growth and the benefit of interest rate swaps.
- Loans and advances were flat with strong commercial loan growth of 5% offset by run-off of long-term fixed-rate consumer products.
- Customer deposits were down 3% due to planned run-off of high priced time deposits partially offset by growth achieved in checking balances. Consumer checking balances grew by 4% while small business checking balances grew by 6% over the year.
- Non-interest income was down £29 million (\$60 million), or 10% (13% in US dollar terms), reflecting lower mortgage banking fees, down £26 million (\$41 million) to £19 million (\$30 million), deposit fees, down £7 million (\$11 million) to £84 million (\$130 million), and securities gains, down £17 million (\$27 million) to £16 million (\$25 million), partially offset by higher commercial banking fee income.
- Direct expenses were up £12 million, or 2%, a decrease in US dollar terms of \$6 million, or 1%, reflecting a mortgage servicing rights recapture partially offset by the cost of regulatory compliance and new technology investments.
-

The credit environment remained broadly stable over the year. The increase in impairment losses was driven by lower levels of reserve release.

## Markets

	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012	2013	2012
	£m	£m	£m	£m	£m
<b>Income statement</b>					
Net interest income	41	25	14	96	62
Net fees and commissions receivable	16	6	27	55	127
Income from trading activities	764	791	1,250	2,515	3,554
Other operating income/(loss)	13	-	(249)	30	99
Non-interest income	793	797	1,028	2,600	3,780
Total income	834	822	1,042	2,696	3,842
Direct expenses					
- staff	(299)	(301)	(396)	(985)	(1,366)
- other	(148)	(207)	(163)	(537)	(515)
Indirect expenses	(178)	(178)	(194)	(535)	(576)
	(625)	(686)	(753)	(2,057)	(2,457)
Profit before impairment losses	209	136	289	639	1,385
Impairment recoveries/(losses)	1	(43)	6	(58)	(15)
Operating profit	210	93	295	581	1,370
<b>Of which:</b>					
Ongoing businesses (1)	217	92	317	563	1,162
Run-off and recovery businesses	(7)	1	(22)	18	208
<b>Analysis of income by product</b>					
Rates	390	246	384	864	1,599
Currencies	257	306	202	786	568
Asset backed products	125	166	394	739	1,153

Credit markets	<b>187</b>	152	178	<b>556</b>	578
Total income ongoing businesses	<b>959</b>	870	1,158	<b>2,945</b>	3,898
Inter-divisional revenue share	<b>(162)</b>	(149)	(161)	<b>(480)</b>	(539)
Run-off businesses	<b>37</b>	101	45	<b>231</b>	483
Total income	<b>834</b>	822	1,042	<b>2,696</b>	3,842
<b>Memo - Fixed income and currencies</b>					
Total income ongoing businesses	<b>959</b>	870	1,158	<b>2,945</b>	3,898
Less: primary credit markets	<b>(146)</b>	(136)	(113)	<b>(433)</b>	(414)
Total fixed income and currencies	<b>813</b>	734	1,045	<b>2,512</b>	3,484

Note:

- (1) The ongoing businesses include the Rates, Currencies, Asset backed products and Credit markets areas.



## Markets

Key metrics	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012	2013	2012
<b>Performance ratios</b>					
Return on equity (1)	7.0%	2.8%	7.6%	5.9%	11.5%
Cost:income ratio	75%	83%	72%	76%	64%
Compensation ratio (2)	36%	37%	38%	37%	36%

	30 September	30 June	Change	31 December	Change
	2013	2013		2012	
	£bn	£bn		£bn	
<b>Capital and balance sheet</b>					
Loans and advances to customers (gross)	24.4	28.2	(13%)	29.8	(18%)
Loan impairment provisions	(0.2)	(0.2)	-	(0.2)	-
Net loans and advances to customers	24.2	28.0	(14%)	29.6	(18%)
Net loans and advances to banks	15.5	16.0	(3%)	16.6	(7%)
Reverse repos	95.6	98.9	(3%)	103.8	(8%)
Securities	71.4	84.9	(16%)	92.4	(23%)
Cash and eligible bills	19.6	18.0	9%	30.2	(35%)
Other	21.9	22.1	(1%)	11.9	84%
Total third party assets (excluding derivatives mark-to-market)	248.2	267.9	(7%)	284.5	(13%)
Net derivative assets (after netting)	18.6	21.0	(11%)	21.9	(15%)
Provision coverage (3)	77%	78%	(100bp)	77%	-
Customer deposits (excluding repos)	25.8	26.4	(2%)	26.3	(2%)
Bank deposits (excluding repos)	29.3	34.0	(14%)	45.4	(35%)

Risk-weighted assets					
- Credit risk					
- non-counterparty	<b>10.5</b>	12.5	(16%)	14.0	(25%)
- counterparty	<b>26.5</b>	30.8	(14%)	34.7	(24%)
- Market risk	<b>26.4</b>	33.7	(22%)	36.9	(28%)
- Operational risk	<b>9.8</b>	9.8	-	15.7	(38%)
	<b>73.2</b>	86.8	(16%)	101.3	(28%)

## Notes:

- (1) Divisional return on equity is based on divisional operating profit after tax, divided by average notional equity (based on 10% of the monthly average of divisional RWAs, adjusted for capital deductions).
- (2) Compensation ratio is based on staff costs as a percentage of total income.
- (3) Provision coverage represents loan impairment provisions as a percentage of risk elements in lending.

## Markets

	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012	2013	2012
	£m	£m	£m	£m	£m
<b>Income statement (ongoing business)</b>					
Total income	800	724	1,004	2,475	3,385
Direct expenses	(408)	(464)	(508)	(1,397)	(1,655)
Indirect expenses	(176)	(176)	(192)	(528)	(570)
Impairment recoveries	1	8	13	13	2
Operating profit	217	92	317	563	1,162
<b>Performance ratios (ongoing business)</b>					
Return on equity (1)	9.3%	3.6%	10.2%	7.4%	12.3%
Cost:income ratio	73%	88%	70%	78%	66%
Compensation ratio (2)	34%	38%	36%	37%	36%
			30 September	30 June	31 December
			2013	2013	2012
<b>Balance sheet (ongoing business)</b>			£bn	£bn	£bn
Total third party assets (excluding derivatives mark-to-market)			231.4	247.5	259.3
Risk-weighted assets			56.9	68.6	79.1

## Notes:

- (1) Divisional return on equity is based on divisional operating profit after tax, divided by average notional equity (based on 10% of the monthly average of divisional RWAs, adjusted for capital deductions), for ongoing businesses.
- (2) Compensation ratio is based on staff costs as a percentage of total income.

## Key points

Markets operating profit recovered in Q3 2013, compared with the prior quarter, despite client activity remaining subdued. The trading performance in the Rates business improved and Credit benefitted from a strong performance in Corporate Debt Capital Markets. Costs were significantly lower than both Q2 2013 and Q3 2012, reflecting headcount reductions and tight control of discretionary expenditure.

Markets continued to focus on reducing its balance sheet and managing risk. Third party assets were £36 billion lower than at 31 December 2012 and risk-weighted assets were down £28 billion, consistent with the previously announced objective of reaching £80 billion Basel III risk-weighted assets by the end of 2014.

### Q3 2013 compared with Q2 2013

- Operating profit increased by £117 million. Income improved, despite the summer slowdown, weak recovery in the European economy and uncertainty surrounding the Federal Reserve's tapering of quantitative easing. Costs fell by 9% and impairment losses were negligible.
- Rates income rebounded following an improved trading performance.
- Currencies continued to perform well. Spot FX remained strong and FX Options continued to benefit from opportunities in a volatile market, albeit to a lesser extent than in Q2 2013.
- Asset Backed Products was affected by market expectations of a tapering of the Federal Reserve's programme of quantitative easing and subdued client activity. This, combined with the deliberate reduction in balance sheet deployed by the business, resulted in lower income.
- Credit Markets benefited from good levels of activity in Corporate Debt Capital Market income and gains in Flow Credit as credit spreads generally tightened.
- Costs fell by 9%, driven by ongoing cost saving initiatives and a lower level of legal expenditure.
- Markets continued to make significant progress in reducing the scale of its balance sheet and capital. Third party assets fell by a further £20 billion. Risk-weighted assets also fell, by £14 billion, driven by management action to reduce exposures and mitigate risk.

## Markets

### Key points (continued)

#### Q3 2013 compared with Q3 2012

- The strategic repositioning of Markets drove a significant reduction in third party assets and risk-weighted assets.
- Costs fell by 17%, driven by a reduction in headcount of 1,000 and a continued focus on discretionary expenditure.
- Income was lower as Asset Backed Products, in particular, was down due an aggressive reduction in balance sheet deployed by the business coupled with limited demand as the market anticipated a tapering of quantitative easing by the Federal Reserve. This contrasted with Q3 2012, which benefited from a sustained rally as investors searched for yield.
- Rates increased slightly despite the uncertainty surrounding the Federal Reserve's quantitative easing programme and the slow recovery of the European market.
- Currencies income was up, Spot FX continued to perform well and FX Options benefited from recent volatility in emerging markets currencies.
- Credit Markets benefitted from a stronger performance in Corporate Debt Capital Markets.

## Central items

	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012	2013	2012
	£m	£m	£m	£m	£m
Central items not allocated	(19)	140	149	85	(34)

Note:

(1) Costs/charges are denoted by brackets.

Funding and operating costs have been allocated to operating divisions based on direct service usage, the requirement for market funding and other appropriate drivers where services span more than one division.

Residual unallocated items relate to volatile corporate items that do not naturally reside within a division.

## Key points

### Q3 2013 compared with Q2 2013

- Central items not allocated were a debit of £19 million compared with a credit of £140 million in Q2 2013.
- The movement was primarily due to lower gains of £150 million on disposals of available-for-sale securities, down £205 million compared with Q2 2013, and a one-off impairment charge of £65 million in Q3 2013 in respect of a real estate loan. These reductions were partially offset by a £38 million increase in investment income to £55 million and a £50 million reduction in the charge for litigation and conduct matters to £45 million from £95 million in Q2 2013.

### Q3 2013 compared with Q3 2012

- Central items not allocated represented a debit of £19 million compared with a credit of £149 million in Q3 2012.
- The movement was primarily due to lower gains of £150 million on disposals of available-for-sale securities, down £314 million compared with Q3 2012, and the one-off impairment charge of £65 million. These were partially offset by lower unallocated costs in Group Treasury, down £63 million, higher investment income, up £55 million, a £30 million reduction in the charge for litigation and conduct matters and the non-repeat of IT incident costs of £50 million in Q3 2012.

## Non-Core

	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012	2013	2012
	£m	£m	£m	£m	£m
<b>Income statement</b>					
Net interest income (excluding funding costs					
of rental assets)	(34)	29	91	(33)	294
Funding costs of rental assets	(9)	(10)	(12)	(28)	(103)
Net interest income	(43)	19	79	(61)	191
Net fees and commissions	6	18	17	44	77
(Loss)/income from trading activities	(109)	134	(203)	70	(604)
Other operating income					
- rental income	49	43	85	149	477
- other (1)	(22)	59	72	45	179
Non-interest income	(76)	254	(29)	308	129
Total income	(119)	273	50	247	320
Direct expenses					
- staff	(50)	(55)	(71)	(166)	(226)
- operating lease depreciation	(17)	(14)	(43)	(58)	(195)
- other	(30)	(36)	(30)	(94)	(117)
Indirect expenses	(48)	(51)	(68)	(148)	(199)
	(145)	(156)	(212)	(466)	(737)
Operating (loss)/profit before impairment losses	(264)	117	(162)	(219)	(417)
Impairment losses	(581)	(398)	(424)	(1,412)	(1,520)
Operating loss	(845)	(281)	(586)	(1,631)	(1,937)



Note:

- (1) Includes (losses)/gains on disposals (Q3 2013 - £73 million loss; Q2 2013 - £11 million loss; Q3 2012 - £42 million loss; nine months ended 30 September 2013 - £141 million loss; nine months ended 30 September 2012 - £101 million gain).

## Non-Core

	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012	2013	2012
	£m	£m	£m	£m	£m
<b>Analysis of (loss)/income by business</b>					
Banking and portfolios	(84)	152	91	60	151
International businesses	(31)	27	60	41	221
Markets	(4)	94	(101)	146	(52)
Total (loss)/income	(119)	273	50	247	320
<b>(Loss)/income from trading activities</b>					
Monoline exposures	(21)	25	21	(3)	(170)
Credit derivative product companies	(9)	6	(199)	-	(206)
Asset-backed products	7	16	17	43	85
Other credit exotics	13	-	16	28	(33)
Equities	1	1	1	2	3
Banking book hedges	-	-	(14)	3	(36)
Other	(100)	86	(45)	(3)	(247)
	(109)	134	(203)	70	(604)
<b>Impairment losses</b>					
Banking and portfolios (1)	589	415	433	1,445	1,623
International businesses	4	4	16	10	41
Markets	(12)	(21)	(25)	(43)	(144)
Total impairment losses	581	398	424	1,412	1,520
<b>Loan impairment charge as % of gross</b>					
customer loans and advances (excluding reverse repurchase agreements) (2)					
Banking and portfolios (3)	5.2%	4.0%	2.8%	4.7%	3.6%

International businesses	4.0%	2.0%	4.5%	3.3%	3.9%
Markets	-	-	0.4%	-	(1.6%)
Total	5.2%	4.0%	2.8%	4.7%	3.6%

<b>Key metrics</b>					
	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012	2013	2012
<b>Performance ratio</b>					
Net interest margin	(0.35%)	0.15%	0.41%	(0.15%)	0.32%

## Notes:

- (1) Includes Ulster Bank impairment losses of £398 million (Q2 2013 - £189 million; Q3 2012 - £164 million; nine months ended 30 September 2013 - £829 million; nine months ended 30 September 2012 - £619 million).
- (2) Includes disposal groups.
- (3) Ulster Bank - 13.2% (Q2 2013 - 5.9%; Q3 2012 - 5.0%; nine months ended 30 September 2013 - 9.1%; nine months ended 30 September 2012 - 6.3%). Banking and portfolios excluding Ulster Bank - 1.9% (Q2 2013 - 3.3%; Q3 2012 - 2.1%; nine months ended 30 September 2013 - 2.8%; nine months ended 30 September 2012 - 2.8%).

## Non-Core

	30 September 2013	30 June 2013		31 December 2012	
	£bn	£bn	Change	£bn	Change
<b>Capital and balance sheet</b>					
Loans and advances to customers (gross) (1)	40.4	46.4	(13%)	55.4	(27%)
Loan impairment provisions	(11.3)	(11.4)	(1%)	(11.2)	1%
Net loans and advances to customers	29.1	35.0	(17%)	44.2	(34%)
Total third party assets (excluding derivatives)	37.3	45.4	(18%)	57.4	(35%)
Total third party assets (including derivatives)	41.1	50.0	(18%)	63.4	(35%)
Risk elements in lending (1)	19.8	20.9	(5%)	21.4	(7%)
Provision coverage (2)	57%	55%	200bp	52%	500bp
Customer deposits (1)	2.4	2.7	(11%)	2.7	(11%)
Risk-weighted assets					
- Credit risk					
- non-counterparty	29.2	33.0	(12%)	45.1	(35%)
- counterparty	6.5	7.8	(17%)	11.5	(43%)
- Market risk	4.0	4.3	(7%)	5.4	(26%)
- Operational risk	1.2	1.2	-	(1.6)	175%
	40.9	46.3	(12%)	60.4	(32%)

## Notes:

- (1) Excludes disposal groups.  
(2) Provision coverage represents loan impairment provisions as a percentage of risk elements in lending.

	<b>30 September</b>	30 June	31 December
	<b>2013</b>	2013	2012
	<b>£bn</b>	£bn	£bn
<b>Gross customer loans and advances</b>			
Banking and portfolios	<b>40.0</b>	45.6	54.5
International businesses	<b>0.4</b>	0.8	0.9
	<b>40.4</b>	46.4	55.4
<b>Risk-weighted assets</b>			
Banking and portfolios	<b>36.7</b>	41.4	53.3
International businesses	<b>1.0</b>	1.4	2.4
Markets	<b>3.2</b>	3.5	4.7
	<b>40.9</b>	46.3	60.4
<b>Third party assets (excluding derivatives)</b>			
Banking and portfolios	<b>34.8</b>	41.1	51.1
International businesses	<b>0.4</b>	0.8	1.2
Markets	<b>2.1</b>	3.5	5.1
	<b>37.3</b>	45.4	57.4

## Non-Core

<b>Third party assets (excluding derivatives)</b>							
	30 June 2013	Run-off	Disposals/ restructuring	Drawings/ roll overs	Impairments	FX	30 September 2013
Quarter ended 30 September 2013	£bn	£bn	£bn	£bn	£bn	£bn	£bn
Commercial real estate	18.3	(1.1)	(0.5)	-	(0.5)	(0.2)	<b>16.0</b>
Corporate	19.9	(2.0)	(1.0)	0.2	-	(0.6)	<b>16.5</b>
SME	0.5	(0.1)	-	-	-	-	<b>0.4</b>
Retail	3.0	(0.1)	(0.6)	-	(0.1)	(0.1)	<b>2.1</b>
Other	0.2	-	-	-	-	-	<b>0.2</b>
Markets	3.5	(0.1)	(1.1)	-	-	(0.2)	<b>2.1</b>
Total (excluding derivatives)	45.4	(3.4)	(3.2)	0.2	(0.6)	(1.1)	<b>37.3</b>
	31 March 2013	Run-off	Disposals/ restructuring	Drawings/ roll overs	Impairments	FX	30 June 2013
Quarter ended 30 June 2013	£bn	£bn	£bn	£bn	£bn	£bn	£bn
Commercial real estate	20.1	(0.7)	(0.8)	-	(0.4)	0.1	18.3
Corporate	23.9	(3.1)	(0.9)	0.2	-	(0.2)	19.9
SME	0.8	(0.1)	(0.2)	-	-	-	0.5
Retail	3.2	(0.2)	-	-	-	-	3.0
Other	0.3	(0.1)	-	-	-	-	0.2
Markets	4.6	-	(1.1)	-	-	-	3.5
Total (excluding derivatives)	52.9	(4.2)	(3.0)	0.2	(0.4)	(0.1)	45.4
	30 June 2012	Run-off	Disposals/ restructuring	Drawings/ roll overs	Impairments	FX	30 September 2012

Quarter ended 30 September 2012	£bn	£bn	£bn	£bn	£bn	£bn	£bn
Commercial real estate	26.9	(0.9)	(0.4)	-	(0.4)	(0.2)	25.0
Corporate	32.8	(2.7)	(1.1)	0.4	-	(0.4)	29.0
SME	1.6	(0.2)	(0.1)	-	-	-	1.3
Retail	4.0	(0.1)	-	-	-	(0.1)	3.8
Other	0.4	-	-	-	-	-	0.4
Markets	6.4	(0.2)	(0.6)	0.1	-	(0.1)	5.6
Total (excluding derivatives)	72.1	(4.1)	(2.2)	0.5	(0.4)	(0.8)	65.1

Note:

- (1) Disposals of £0.2 billion have been signed as at 30 September 2013 but are pending completion (30 June 2013 - £0.4 billion; 30 September 2012 - £0.2 billion).

	30 September 2013	30 June 2013	31 December 2012
	£bn	£bn	£bn
<b>Commercial real estate third party assets</b>			
UK (excluding NI)	5.6	6.5	8.9
Ireland (ROI and NI)	4.7	5.3	5.8
Spain	1.2	1.4	1.4
Rest of Europe	4.0	4.4	4.9
USA	0.5	0.7	0.9
RoW	-	-	0.2
Total (excluding derivatives)	16.0	18.3	22.1

## Non-Core

	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012	2013	2012
	£m	£m	£m	£m	£m
<b>Impairment losses by donating division and sector (1)</b>					
<b>UK Retail</b>					
Personal	-	-	1	(1)	4
<b>Total UK Retail</b>	-	-	1	(1)	4
<b>UK Corporate</b>					
Manufacturing and infrastructure	(3)	(5)	4	(6)	18
Property and construction	16	63	2	139	80
Transport	2	25	-	36	14
Financial institutions	-	(7)	(13)	(8)	(15)
Lombard	2	2	11	4	33
Other	9	6	37	17	54
<b>Total UK Corporate</b>	26	84	41	182	184
<b>Ulster Bank</b>					
Commercial real estate					
- investment	29	82	61	158	197
- development	356	88	93	599	355
Other corporate	12	16	10	66	61
Other EMEA	1	3	-	6	6
<b>Total Ulster Bank</b>	398	189	164	829	619
<b>US Retail &amp; Commercial</b>					
Auto and consumer	15	15	10	43	30
Cards	-	-	(1)	-	3
SBO/home equity	14	19	46	60	108
Residential mortgages	5	1	10	8	17



Commercial real estate	4	7	(9)	10	(10)
Commercial and other	1	-	(8)	(1)	(15)
<b>Total US Retail &amp; Commercial</b>	<b>39</b>	42	48	<b>120</b>	133
<b>International Banking</b>					
Manufacturing and infrastructure	9	(49)	(5)	(43)	-
Property and construction	92	124	205	301	527
Transport	(1)	(1)	1	5	148
Telecoms, media and technology	1	1	-	5	27
Financial institutions	(17)	(20)	(19)	(47)	(133)
Other	33	30	(13)	61	10
<b>Total International Banking</b>	<b>117</b>	85	169	<b>282</b>	579
<b>Other</b>					
Wealth	-	(1)	1	-	1
Central items	1	(1)	-	-	-
<b>Total Other</b>	<b>1</b>	(2)	1	-	1
<b>Total impairment losses</b>	<b>581</b>	398	424	<b>1,412</b>	1,520

Note:

- (1) Impairment losses include those relating to AFS securities; sector analyses above include allocation of latent impairment charges.

## Non-Core

	<b>30 September</b>	30 June	31 December
	<b>2013</b>	2013	2012
	<b>£bn</b>	£bn	£bn
<b>Gross loans and advances to customers (excluding reverse repurchase agreements) by donating division and sector</b>			
<b>UK Corporate</b>			
Manufacturing and infrastructure	-	-	0.1
Property and construction	<b>2.2</b>	2.4	3.6
Transport	<b>3.5</b>	3.7	3.8
Financial institutions	-	0.1	0.2
Lombard	<b>0.2</b>	0.3	0.4
Other	<b>0.9</b>	1.4	4.2
<b>Total UK Corporate</b>	<b>6.8</b>	7.9	12.3
<b>Ulster Bank</b>			
Commercial real estate			
- investment	<b>3.4</b>	3.4	3.4
- development	<b>7.2</b>	7.4	7.6
Other corporate	<b>1.5</b>	1.6	1.6
Other EMEA	-	0.3	0.3
<b>Total Ulster Bank</b>	<b>12.1</b>	12.7	12.9
<b>US Retail &amp; Commercial</b>			
Auto and consumer	<b>0.2</b>	0.6	0.6
SBO/home equity	<b>1.7</b>	1.9	2.0
Residential mortgages	<b>0.3</b>	0.4	0.4
Commercial real estate	<b>0.2</b>	0.3	0.4
Commercial and other	<b>0.1</b>	0.1	0.1
<b>Total US Retail &amp; Commercial</b>	<b>2.5</b>	3.3	3.5
<b>International Banking</b>			

Manufacturing and infrastructure	1.6	2.1	3.9
Property and construction	9.2	10.5	12.3
Transport	1.6	1.4	1.7
Telecoms, media and technology	0.7	0.8	0.4
Financial institutions	3.4	4.3	4.7
Other	2.4	3.2	3.7
<b>Total International Banking</b>	<b>18.9</b>	<b>22.3</b>	<b>26.7</b>
<b>Other</b>			
Wealth	0.1	0.1	-
Central items	-	0.1	-
<b>Total Other</b>	<b>0.1</b>	<b>0.2</b>	<b>-</b>
<b>Gross loans and advances to customers (excluding reverse repurchase agreements)</b>	<b>40.4</b>	<b>46.4</b>	<b>55.4</b>

## Non-Core

### Key points

Non-Core third party assets fell to £37 billion, a reduction of £8 billion, or 18%, during the quarter and an overall reduction to date of £221 billion, or 86%, since the division was set up. This has been achieved through a mixture of disposals, run-off and impairments. As at 30 September 2013, the Non-Core funded balance sheet was c.5% of the Group's funded balance sheet compared with 21% when the division was created.

### Q3 2013 compared with Q2 2013

- Third party assets of £37 billion were £8 billion lower, largely reflecting disposals of £3 billion and run-off of £3 billion.
- Risk-weighted assets decreased by £5 billion, driven by disposals and run-off.
- Operating loss of £845 million was £564 million higher, driven by adverse income from trading activities, an increase in impairment losses, a fall in net interest income and higher disposal losses (Q3 2013 - £73 million; Q2 - £11 million).
- Income from trading activities was a loss of £109 million in Q3 2013 compared with a £134 million gain in Q2 2013, reflecting the costs of transactions in Q3 2013.
- Net interest income decreased by £62 million compared with Q2 2013, which included a one-off interest in suspense recovery of interest of £54 million. In addition, Q3 2013 saw a reduction in net interest income of £28 million resulting from a one-off impact on finance leases following the change in the rate of UK corporation tax.
- Headcount declined by 14% to 1,900 reflecting divestment activity and run-off across the business.
- Impairment losses were up £183 million to £581 million. The increase related to Ulster Bank CRE development properties.

### Q3 2013 compared with Q3 2012

- Third party assets fell by £28 billion, or 43%, largely reflecting run-off of £16 billion and disposals of £12 billion, which also led to a reduction in risk-weighted assets, down £31 billion.
- Operating loss was £259 million higher, with a reduction in income of £169 million and a £157 million increase in impairment losses, partially offset by a reduction in operating expenses of £67 million.
-

Total income decreased by £169 million, principally driven by a fall in net interest income of £119 million. Disposal losses were £31 million higher, other operating income was £63 million lower (as Q3 2012 included positive fair value adjustments) and rental income was £33 million lower (driven by rundown of Lombard Vehicle Management). These factors were partially offset by a £94 million decrease in trading losses.

- Net interest income was down £122 million predominantly due to a 32% reduction in interest earning assets as a result of disposals and run-off.
- Trading losses were £94 million lower, principally as a result of restructuring and de-risking activities within the Markets portfolio affecting Q3 2012.
- Since Q3 2012, headcount has been reduced by approximately 1,400, or 42%, reflecting divestment activity and run-off across the business. Expenses have fallen by £67 million, driven by a £21 million reduction in staff costs and £26 million reduction in operating lease depreciation, principally due to the rundown of Lombard Vehicle Management.
- Impairment losses were up £157 million to £581 million primarily in the Ulster Bank CRE portfolio, partly offset by reductions in the International Banking portfolio.

**Condensed consolidated income statement**

for the period ended 30 September 2013

	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012*	2013	2012*
	£m	£m	£m	£m	£m
Interest receivable	4,207	4,281	4,456	12,767	14,091
Interest payable	(1,427)	(1,514)	(1,647)	(4,550)	(5,462)
<b>Net interest income</b>	<b>2,780</b>	<b>2,767</b>	<b>2,809</b>	<b>8,217</b>	<b>8,629</b>
Fees and commissions receivable	1,382	1,392	1,400	4,090	4,335
Fees and commissions payable	(238)	(250)	(209)	(698)	(589)
Income from trading activities	444	949	334	2,508	1,201
Gain/(loss) on redemption of own debt	13	242	(123)	204	454
Other operating income/(loss)	35	720	(252)	1,367	(692)
<b>Non-interest income</b>	<b>1,636</b>	<b>3,053</b>	<b>1,150</b>	<b>7,471</b>	<b>4,709</b>
<b>Total income</b>	<b>4,416</b>	<b>5,820</b>	<b>3,959</b>	<b>15,688</b>	<b>13,338</b>
Staff costs	(1,895)	(1,840)	(1,987)	(5,622)	(6,532)
Premises and equipment	(544)	(548)	(550)	(1,648)	(1,640)
Other administrative expenses	(1,103)	(1,418)	(1,193)	(3,284)	(3,087)
Depreciation and amortisation	(338)	(349)	(421)	(1,074)	(1,304)
<b>Operating expenses</b>	<b>(3,880)</b>	<b>(4,155)</b>	<b>(4,151)</b>	<b>(11,628)</b>	<b>(12,563)</b>
<b>Profit/(loss) before impairment losses</b>	<b>536</b>	<b>1,665</b>	<b>(192)</b>	<b>4,060</b>	<b>775</b>
Impairment losses	(1,170)	(1,117)	(1,176)	(3,320)	(3,825)
<b>Operating (loss)/profit before tax</b>	<b>(634)</b>	<b>548</b>	<b>(1,368)</b>	<b>740</b>	<b>(3,050)</b>
Tax charge	(81)	(328)	(3)	(759)	(402)
<b>(Loss)/profit from continuing operations</b>	<b>(715)</b>	<b>220</b>	<b>(1,371)</b>	<b>(19)</b>	<b>(3,452)</b>

(Loss)/profit from discontinued operations, net of tax					
- Direct Line Group	-	-	62	<b>127</b>	167
- Other	<b>(5)</b>	9	5	<b>6</b>	6
<b>(Loss)/profit from discontinued operations, net of tax</b>	<b>(5)</b>	9	67	<b>133</b>	173
<b>(Loss)/profit for the period</b>	<b>(720)</b>	229	(1,304)	<b>114</b>	<b>(3,279)</b>
Non-controlling interests	<b>(6)</b>	14	3	<b>(123)</b>	28
Preference share and other dividends	<b>(102)</b>	(101)	(104)	<b>(284)</b>	(186)
<b>(Loss)/profit attributable to ordinary and B shareholders</b>	<b>(828)</b>	142	(1,405)	<b>(293)</b>	<b>(3,437)</b>
Basic and diluted (loss)/earnings per ordinary and B share from continuing operations	<b>(7.4p)</b>	1.2p	(13.3p)	<b>(3.6p)</b>	<b>(32.8p)</b>
Basic and diluted (loss)/earnings per ordinary and B share from continuing and discontinued operations	<b>(7.4p)</b>	1.2p	(12.7p)	<b>(2.6p)</b>	<b>(31.3p)</b>

\* Restated - see page 76.

**Condensed consolidated statement of comprehensive income****for the period ended 30 September 2013**

	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012*	2013	2012*
	£m	£m	£m	£m	£m
<b>(Loss)/profit for the period</b>	<b>(720)</b>	229	(1,304)	<b>114</b>	(3,279)
<b>Items that do not qualify for reclassification</b>					
Income tax on items that do not qualify for reclassification	<b>(163)</b>	-	(39)	<b>(163)</b>	(77)
<b>Items that do qualify for reclassification</b>					
Available-for-sale financial assets	<b>430</b>	(1,009)	124	<b>(303)</b>	715
Cash flow hedges	<b>(88)</b>	(1,502)	437	<b>(1,624)</b>	1,132
Currency translation	<b>(1,211)</b>	113	(573)	<b>99</b>	(1,069)
Income tax on items that do qualify for reclassification	<b>85</b>	678	(52)	<b>811</b>	(270)
	<b>(784)</b>	(1,720)	(64)	<b>(1,017)</b>	508
<b>Other comprehensive (loss)/income after tax</b>	<b>(947)</b>	(1,720)	(103)	<b>(1,180)</b>	431
<b>Total comprehensive loss for the period</b>	<b>(1,667)</b>	(1,491)	(1,407)	<b>(1,066)</b>	(2,848)
<b>Total comprehensive loss is attributable to:</b>					
Non-controlling interests	<b>(13)</b>	(15)	(6)	<b>121</b>	(25)
Preference shareholders	<b>98</b>	81	98	<b>250</b>	174
Paid-in equity holders	<b>4</b>	20	6	<b>34</b>	12
Ordinary and B shareholders	<b>(1,756)</b>	(1,577)	(1,505)	<b>(1,471)</b>	(3,009)
	<b>(1,667)</b>	(1,491)	(1,407)	<b>(1,066)</b>	(2,848)



\* Restated - see page 76.

### Key points

- The net gain relating to available-for-sale financial assets during Q3 2013 consisted of unrealised gains on bank and other financial institution securities. In the nine months ended 30 September 2013, the unrealised gains were more than offset by realised gains on the sale of high quality UK, US, German and Dutch sovereign bonds.
- Cash flow hedging movements during the nine months ended 30 September 2013 reflect the impact of increases in fixed/floating swap rates in the second quarter following statements by central banks indicating future monetary tightening.
- Currency translation losses during Q3 2013 were principally due to the strengthening of Sterling relative to the US Dollar and Euro by 6.5% and 2.3% respectively. In the nine months ended 30 September 2013, the net currency translation gains reflect the weakening of Sterling against the Euro by 2.5%.
- Income tax on items that do not qualify for reclassification relates to accumulated actuarial losses and reflected the reduction in the rate of UK Corporation Tax from 23% to 20%.

**Condensed consolidated balance sheet**

at 30 September 2013

	<b>30 September 2013</b>	30 June 2013	31 December 2012*
	<b>£m</b>	£m	£m
<b>Assets</b>			
Cash and balances at central banks	<b>87,066</b>	89,613	79,290
Net loans and advances to banks	<b>28,206</b>	30,241	29,168
Reverse repurchase agreements and stock borrowing	<b>33,757</b>	37,540	34,783
Loans and advances to banks	<b>61,963</b>	67,781	63,951
Net loans and advances to customers	<b>406,927</b>	418,792	430,088
Reverse repurchase agreements and stock borrowing	<b>62,214</b>	61,743	70,047
Loans and advances to customers	<b>469,141</b>	480,535	500,135
Debt securities	<b>122,886</b>	138,202	157,438
Equity shares	<b>10,363</b>	11,423	15,232
Settlement balances	<b>18,099</b>	17,966	5,741
Derivatives	<b>323,657</b>	373,692	441,903
Intangible assets	<b>13,742</b>	13,997	13,545
Property, plant and equipment	<b>8,476</b>	9,300	9,784
Deferred tax	<b>3,022</b>	3,344	3,443
Interests in associated undertakings	<b>1,852</b>	2,500	776
Prepayments, accrued income and other assets	<b>6,734</b>	6,563	7,044
Assets of disposal groups	<b>2,435</b>	1,313	14,013
<b>Total assets</b>	<b>1,129,436</b>	1,216,229	1,312,295
<b>Liabilities</b>			
Bank deposits	<b>38,601</b>	45,287	57,073
Repurchase agreements and stock lending	<b>32,748</b>	34,419	44,332
Deposits by banks	<b>71,349</b>	79,706	101,405
Customer deposits	<b>434,305</b>	437,097	433,239
Repurchase agreements and stock lending	<b>72,636</b>	89,321	88,040
Customer accounts	<b>506,941</b>	526,418	521,279
Debt securities in issue	<b>71,781</b>	79,721	94,592
Settlement balances	<b>18,514</b>	17,207	5,878
Short positions	<b>31,020</b>	27,979	27,591
Derivatives	<b>319,464</b>	370,047	434,333

Accruals, deferred income and other liabilities	<b>14,157</b>	14,376	14,801
Retirement benefit liabilities	<b>3,597</b>	3,579	3,884
Deferred tax	<b>514</b>	694	1,141
Subordinated liabilities	<b>23,720</b>	26,538	26,773
Liabilities of disposal groups	<b>249</b>	306	10,170
<b>Total liabilities</b>	<b>1,061,306</b>	1,146,571	1,241,847
<b>Equity</b>			
Non-controlling interests	<b>462</b>	475	1,770
Owners' equity*			
Called up share capital	<b>6,697</b>	6,632	6,582
Reserves	<b>60,971</b>	62,551	62,096
Total equity	<b>68,130</b>	69,658	70,448
<b>Total liabilities and equity</b>	<b>1,129,436</b>	1,216,229	1,312,295
* Owners' equity attributable to:			
Ordinary and B shareholders	<b>62,376</b>	63,891	63,386
Other equity owners	<b>5,292</b>	5,292	5,292
	<b>67,668</b>	69,183	68,678

\* Restated - see page 76.

## Average balance sheet

	Quarter ended		Nine months ended	
	30 September	30 June	30 September	30 September
	2013	2013	2013	2012*
	%	%	%	%
<b>Average yields, spreads and margins of the banking business</b>				
Gross yield on interest-earning assets of banking business	3.10	3.11	3.10	3.12
Cost of interest-bearing liabilities of banking business	(1.40)	(1.47)	(1.47)	(1.54)
<b>Interest spread of banking business</b>	<b>1.70</b>	1.64	<b>1.63</b>	1.58
Benefit from interest-free funds	0.35	0.37	0.37	0.33
<b>Net interest margin of banking business</b>	<b>2.05</b>	2.01	<b>2.00</b>	1.91
<b>Average interest rates</b>				
The Group's base rate	0.50	0.50	0.50	0.50
London inter-bank three month offered rates				
- Sterling	0.51	0.51	0.51	0.92
- Eurodollar	0.26	0.28	0.28	0.47
- Euro	0.22	0.21	0.21	0.65

\* Restated - see page 76.

## Average balance sheet

	Quarter ended			Quarter ended		
	30 September 2013			30 June 2013		
	Average			Average		
	balance	Interest	Rate	balance	Interest	Rate
	£m	£m	%	£m	£m	%
<b>Assets</b>						
Loans and advances to banks	74,222	106	0.57	78,277	114	0.58
Loans and advances to customers	397,115	3,829	3.83	402,605	3,809	3.79
Debt securities	67,411	272	1.60	70,493	358	2.04
Interest-earning assets						
- banking business (1)	538,748	4,207	3.10	551,375	4,281	3.11
- trading business (2)	209,517			227,401		
Non-interest earning assets	435,445			513,307		
Total assets	1,183,710			1,292,083		
<b>Liabilities</b>						
Deposits by banks	21,591	95	1.75	24,435	107	1.76
Customer accounts	330,405	692	0.83	333,067	740	0.89
Debt securities in issue	45,537	315	2.74	53,318	345	2.60
Subordinated liabilities	23,005	223	3.85	24,727	225	3.65
Internal funding of trading business	(17,216)	102	(2.35)	(21,078)	97	(1.85)
Interest-bearing liabilities						
- banking business	403,322	1,427	1.40	414,469	1,514	1.47
- trading business (2)	220,871			232,873		
Non-interest-bearing liabilities						
- demand deposits	78,912			77,593		
- other liabilities	411,798			497,227		
Owners' equity	68,807			69,921		
Total liabilities and owners' equity	1,183,710			1,292,083		

Notes:

- (1) Interest income includes amounts (unwind of discount) recognised on impaired loans and receivables. The average balances of such loans are included in average loans and advances to banks and loans and advances to customers.
- (2) Interest receivable and interest payable on trading assets and liabilities are included in income from trading activities.

## Average balance sheet

	Nine months ended 30 September 2013			Nine months ended 30 September 2012*		
	Average balance	Interest	Rate	Average balance	Interest	Rate
	£m	£m	%	£m	£m	%
<b>Assets</b>						
Loans and advances to banks	74,493	328	0.59	75,283	379	0.67
Loans and advances to customers	403,266	11,469	3.80	433,835	12,249	3.77
Debt securities	72,096	970	1.80	93,348	1,463	2.09
Interest-earning assets						
- banking business (1)	549,855	12,767	3.10	602,466	14,091	3.12
- trading business (2)	224,936			243,159		
Non-interest earning assets	492,838			614,076		
Total assets	1,267,629			1,459,701		
<b>Liabilities</b>						
Deposits by banks	24,786	318	1.72	41,010	478	1.56
Customer accounts	332,025	2,269	0.91	327,867	2,645	1.08
Debt securities in issue	51,325	1,013	2.64	90,897	1,619	2.38
Subordinated liabilities	23,626	670	3.79	21,062	611	3.88
Internal funding of trading business	(17,912)	280	(2.09)	(7,986)	109	(1.82)
Interest-bearing liabilities						
- banking business	413,850	4,550	1.47	472,850	5,462	1.54
- trading business (2)	231,349			253,299		
Non-interest-bearing liabilities						
- demand deposits	77,525			74,106		
- other liabilities	475,400			585,020		
Owners' equity	69,505			74,426		
Total liabilities and owners' equity	1,267,629			1,459,701		

\* Restated - see page 76.

Notes:

- (1) Interest income includes amounts (unwind of discount) recognised on impaired loans and receivables. The average balances of such loans are included in average loans and advances to banks and loans and advances to customers.
- (2) Interest receivable and interest payable on trading assets and liabilities are included in income from trading activities.



**Condensed consolidated statement of changes in equity****for the period ended 30 September 2013**

	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012*	2013	2012*
	£m	£m	£m	£m	£m
<b>Called-up share capital</b>					
At beginning of period	6,632	6,619	6,528	6,582	15,318
Ordinary shares issued	65	13	53	115	196
Share capital sub-division and consolidation	-	-	-	-	(8,933)
At end of period	6,697	6,632	6,581	6,697	6,581
<b>Paid-in equity</b>					
At beginning and end of period	979	979	979	979	979
<b>Share premium account</b>					
At beginning of period	24,483	24,455	24,198	24,361	24,001
Ordinary shares issued	145	28	70	267	267
At end of period	24,628	24,483	24,268	24,628	24,268
<b>Merger reserve</b>					
At beginning and end of period	13,222	13,222	13,222	13,222	13,222
<b>Available-for-sale reserve (1)</b>					
At beginning of period	(714)	(10)	(450)	(346)	(957)
Unrealised gains/(losses)	592	(568)	651	606	1,803
Realised gains	(164)	(441)	(528)	(769)	(1,110)
Tax	34	305	36	367	(27)
Recycled to profit or loss on disposal of businesses (2)	-	-	-	(110)	-
At end of period	(252)	(714)	(291)	(252)	(291)
<b>Cash flow hedging reserve</b>					
At beginning of period	491	1,635	1,399	1,666	879

Amount recognised in equity	<b>163</b>	(1,118)	713	<b>(696)</b>	1,931
Amount transferred from equity to earnings	<b>(251)</b>	(384)	(276)	<b>(928)</b>	(799)
Tax	<b>44</b>	358	(90)	<b>405</b>	(265)
At end of period	<b>447</b>	491	1,746	<b>447</b>	1,746
<b>Foreign exchange reserve</b>					
At beginning of period	<b>5,201</b>	5,072	4,314	<b>3,908</b>	4,775
Retranslation of net assets	<b>(1,338)</b>	44	(637)	<b>92</b>	(1,203)
Foreign currency gains on hedges of net assets	<b>148</b>	70	68	<b>17</b>	156
Tax	<b>7</b>	15	2	<b>4</b>	22
Recycled to profit or loss on disposal of businesses	-	-	-	<b>(3)</b>	(3)
At end of period	<b>4,018</b>	5,201	3,747	<b>4,018</b>	3,747
<b>Capital redemption reserve</b>					
At beginning of period	<b>9,131</b>	9,131	9,131	<b>9,131</b>	198
Share capital sub-division and consolidation	-	-	-	-	8,933
At end of period	<b>9,131</b>	9,131	9,131	<b>9,131</b>	9,131
<b>Contingent capital reserve</b>					
At beginning and end of period	<b>(1,208)</b>	(1,208)	(1,208)	<b>(1,208)</b>	(1,208)

\* Restated - see page 76.

Notes:

- (1) Analysis provided on page 86.
- (2) Net of tax - £35 million charge.
- (3) Net of tax - £1 million charge.

**Condensed consolidated statement of changes in equity**

for the period ended 30 September 2013

	Quarter ended			Nine months ended	
	30 September	30 June	30 September	30 September	30 September
	2013	2013	2012*	2013	2012*
	£m	£m	£m	£m	£m
<b>Retained earnings</b>					
At beginning of period	11,105	10,949	16,615	10,596	18,929
(Loss)/profit attributable to ordinary and B shareholders and other equity owners					
- continuing operations	(723)	241	(1,364)	(116)	(3,416)
- discontinued operations	(3)	2	63	107	165
Equity preference dividends paid	(98)	(81)	(98)	(250)	(174)
Paid-in equity dividends paid, net of tax	(4)	(20)	(6)	(34)	(12)
Actuarial losses recognised in retirement benefit schemes					
- tax	(163)	-	(39)	(163)	(77)
Loss on disposal of own shares held	-	(18)	-	(18)	(196)
Shares released for employee benefits	-	(1)	(1)	(1)	(130)
Share-based payments					
- gross	26	33	44	22	136
- tax	4	-	2	1	(9)
At end of period	10,144	11,105	15,216	10,144	15,216
<b>Own shares held</b>					
At beginning of period	(139)	(211)	(206)	(213)	(769)
Disposal/(purchase) of own shares	1	71	(2)	74	447
Shares released for employee benefits	-	1	1	1	115
At end of period	(138)	(139)	(207)	(138)	(207)
<b>Owners' equity at end of period</b>	<b>67,668</b>	69,183	73,184	<b>67,668</b>	73,184
<b>Non-controlling interests</b>					
At beginning of period	475	532	652	1,770	686
Currency translation adjustments and other movements	(21)	(1)	(4)	(7)	(19)

Profit/(loss) attributable to non-controlling interests					
- continuing operations	8	(21)	(7)	97	(36)
- discontinued operations	(2)	7	4	26	8
Movements in available-for-sale securities					
- unrealised gains	2	-	3	11	4
- realised (gains)/losses	-	-	(2)	-	18
- tax	-	-	-	(1)	-
- recycled to profit or loss on disposal of business (3)	-	-	-	(5)	-
Equity raised	-	-	-	-	1
Equity withdrawn and disposals	-	(42)	-	(1,429)	(16)
At end of period	462	475	646	462	646
<b>Total equity at end of period</b>	<b>68,130</b>	69,658	73,830	<b>68,130</b>	73,830
<b>Total comprehensive income/(loss) recognised</b>					
<b>in the statement of changes in equity is</b>					
<b>attributable to:</b>					
Non-controlling interests	(13)	(15)	(6)	121	(25)
Preference shareholders	98	81	98	250	174
Paid-in equity holders	4	20	6	34	12
Ordinary and B shareholders	(1,756)	(1,577)	(1,505)	(1,471)	(3,009)
	(1,667)	(1,491)	(1,407)	(1,066)	(2,848)

\* Restated - see page 76.

For the notes to this table refer to page 73.

## Notes

### 1. Basis of preparation

The Group's condensed consolidated financial statements should be read in conjunction with the Group's 2012 annual report on Form 20-F which were prepared in accordance with International Financial Reporting Standards issued by the International Accounting Standards Board (IASB) and interpretations issued by the IFRS Interpretations Committee of the IASB as adopted by the European Union (EU) (together IFRS).

In accordance with IFRS 5, Direct Line Group was classified as a discontinued operation in 2012, and prior periods represented.

#### Going concern

Having reviewed the Group's forecasts, projections and other relevant evidence, the directors have a reasonable expectation that the Group will continue in operational existence for the foreseeable future. Accordingly, the Form 6-K for the period ended 30 September 2013 has been prepared on a going concern basis.

### 2. Accounting policies

There have been no significant changes to the Group's principal accounting policies as set out on pages 320 to 331 of the Group's 2012 annual report on Form 20-F apart from the adoption of a number of new and revised IFRSs that are effective from 1 January 2013 as described below.

IFRS 11 'Joint Arrangements', which supersedes IAS 31 'Interests in Joint Ventures', distinguishes between joint operations and joint ventures. Joint operations are accounted for by the investor recognising its assets and liabilities including its share of any assets held and liabilities incurred jointly and its share of revenues and costs. Joint ventures are accounted for in the investor's consolidated accounts using the equity method. IFRS 11 requires retrospective application.

IAS 27 'Separate Financial Statements' comprises those parts of the existing IAS 27 that deal with separate financial statements. IAS 28 'Investments in Associates and Joint Ventures' covers joint ventures as well as associates; both must be accounted for using the equity method. The mechanics of the equity method are unchanged.

IFRS 12 'Disclosure of Interests in Other Entities' mandates the disclosures in annual financial statements in respect of investments in subsidiaries, joint arrangements, associates and structured entities that are not controlled by the Group.

IFRS 13 'Fair Value Measurement' sets out a single IFRS framework for defining and measuring fair value. It defines fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. It also requires disclosures about fair value measurements.

'Disclosures - Offsetting Financial Assets and Financial Liabilities (Amendments to IFRS 7)' amended IFRS 7 to require disclosures about the effects and potential effects on an entity's financial position of offsetting financial assets and financial liabilities and related arrangements.

Amendments to IAS 1 'Presentation of Items of Other Comprehensive Income' require items that will never be recognised in profit or loss to be presented separately in other comprehensive income from those items that are subject to subsequent reclassification.

'Annual Improvements 2009-2011 Cycle' also made a number of minor changes to IFRSs.

## Notes

### 2. Accounting policies (continued)

Implementation of the standards above has not had a material effect on the Group's results.

IAS 19 'Employee Benefits' (revised) requires: the immediate recognition of all actuarial gains and losses; interest cost to be calculated on the net pension liability or asset at the long-term bond rate, such that an expected rate of return will no longer be applied to assets; and all past service costs to be recognised immediately when a scheme is curtailed or amended. Implementation of IAS 19 resulted in an increase in the loss after tax of £21 million for the quarter ended 30 September 2012 and £63 million for the nine months ended 30 September 2012. Prior periods have been restated accordingly.

IFRS 10 'Consolidated Financial Statements' replaces SIC-12 'Consolidation - Special Purpose Entities' and the consolidation elements of the existing IAS 27 'Consolidated and Separate Financial Statements'. IFRS 10 adopts a single definition of control: a reporting entity controls another entity when the reporting entity has the power to direct the activities of that other entity so as to vary returns for the reporting entity. IFRS 10 requires retrospective application. Following implementation of IFRS 10, certain entities that have trust preferred securities in issue are no longer consolidated by the Group. As a result there was a reduction in Non-controlling interests of £0.5 billion with a corresponding increase in Owners' equity (Paid-in equity) as at 30 September 2012. This resulted in an increase in the loss attributable to non-controlling interests of £6 million for the quarter ended 30 September 2012 and £12 million for the nine months ended 30 September 2012, with corresponding increases in the profit attributable to paid-in equity holders. There was no impact on the profit/(loss) attributable to ordinary and B shareholders. Prior periods have been restated accordingly.

### Critical accounting policies and key sources of estimation uncertainty

The reported results of the Group are sensitive to the accounting policies, assumptions and estimates that underlie the preparation of its financial statements. The judgements and assumptions that are considered to be the most important to the portrayal of the Group's financial condition are those relating to pensions; goodwill; provisions for liabilities; deferred tax; loan impairment provisions and financial instrument fair values. These critical accounting policies and judgments are described on pages 328 to 331 of the Group's 2012 annual report on Form 20-F.

### Recent developments in IFRS

The IASB published:

Presentation of information

in May 2013 IFRIC 21 'Levies'. This interpretation provides guidance on accounting for the liability to pay a government imposed levy. IFRIC 21 is effective for annual periods beginning on or after 1 January 2014.

in May 2013 'Recoverable Amount Disclosures for Non-Financial Assets (Amendments to IAS 36)'. These amendments align IAS 36's disclosure requirements about recoverable amounts with IASB's original intentions. They are effective for annual periods beginning on or after 1 January 2014.

in June 2013 'Novation of Derivatives and Continuation of Hedge Accounting (Amendments to IAS 39)'. These amendments provide relief from discontinuing hedge accounting when novation of a derivative designated as a hedging instrument meets certain criteria. They are effective for annual periods beginning on or after 1 January 2014.

The Group is reviewing these requirements to determine their effect, if any, on its financial reporting.



## Notes

<b>3. Analysis of income, expenses and impairment losses</b>					
	Quarter ended			Nine months ended	
	<b>30 September</b>	30 June	30 September	<b>30 September</b>	30 September
	<b>2013</b>	2013	2012*	<b>2013</b>	2012*
	<b>£m</b>	£m	£m	<b>£m</b>	£m
Loans and advances to customers	<b>3,829</b>	3,809			