

# NatWest Markets Plc

# Investor Factbook



28 February 2020

## Key messages

- Strategically important part of NatWest Group, helping customers manage their financing and risk management needs and connecting them with international capital markets.
- Becoming a purpose-led business, championing potential, helping people, families and businesses to thrive.
- Refocusing to support integrated corporate and institutional customer offering with the rest of NatWest Group.
- Medium term transition plan to focus capital towards supporting needs of NatWest Group's customers, with a reduction in RWA of around £14-18bn.

## Key results

**FY 2019:**

**17.3%**  
CET1

**38.4%**  
MREL

**5.1%**  
CRR Leverage

**£978m**  
Core Income<sup>1</sup>

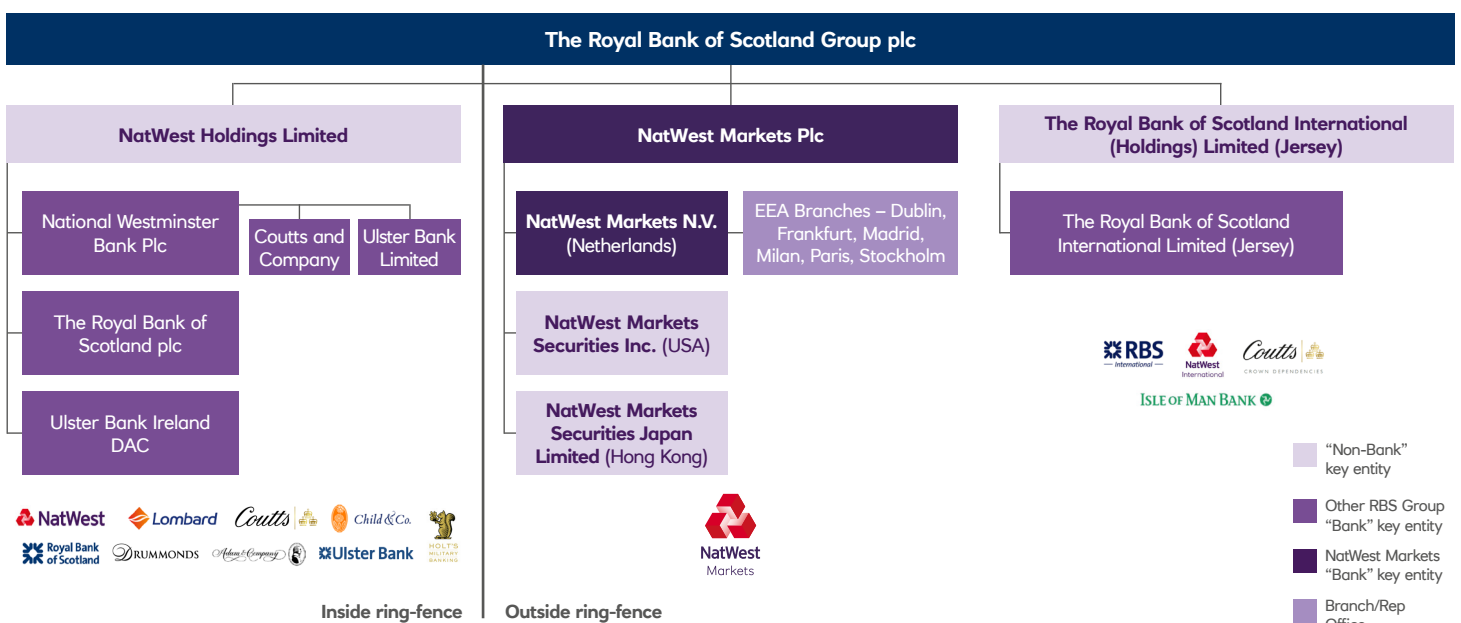
**254%**  
LCR

**£35.2bn**  
RWA

## Overview

- NatWest Markets Plc (NWM Plc) helps corporate and institutional customers manage their financial risks and achieve their short-term and long-term financial goals while navigating changing markets and regulation.
- Products and solutions are centred on the three pillars of Rates, Currencies and Financing. Our range of digital FX, rates, risk management and international payments options use our applications or APIs, which include Agile Markets and FXmicropay.
- Sustainable, responsible and committed, actively supporting our clients in the transition to supporting broader environmental and societal goals, working with issuers and investors to develop holistic sustainability strategies.
- Operate from trading hubs in London, Singapore, Stamford, and from Amsterdam via NatWest Markets N.V.<sup>2</sup> (NWM N.V.), with sales offices in the UK, the EU, the US and Asia.

## NatWest Markets Plc is a key component of the NatWest Group



Note: Legal entity structure represents key entities only. The Royal Bank of Scotland Group plc (“RBSG plc”) is intended to be renamed NatWest Group plc later this year.

The targets, expectations and trends discussed in this document represent management’s current expectations and are subject to change, including as a result of the factors described in the Risk Factors on pages 143 to 156 of the NWM Plc 2019 Annual Report and Accounts (“NWM ARA”) and the Risk Factors on pages 281 – 295 of the RBSG plc Annual Report and Accounts. These statements constitute forward looking statements under the US Private Securities Litigation Reform Act of 1995; refer to Forward Looking Statements in the NWM ARA. The forward-looking statements contained in this document speak only as of the date of this document and NWM Plc does not assume or undertake any obligation or responsibility to update any of these statements, whether as a result of new information, future events or otherwise, except to the extent legally required.

# Our Business

## Our Products and Services

### Rates

We offer a range of interest rate cash and derivatives products supporting customers' financing and hedging needs

### Currencies

We provide access to spot FX, FX swaps, FX forwards and FX options in more than 60 currency pairs

### Financing

We are a leading partner for our customers in accessing global debt capital markets. We offer all mainstream bond financing activities, asset backed financing and primary lending products as well as Credit trading capabilities

### Digital

We have developed digital self-service applications covering FX, rates, risk management, international payments and many more services

### Colour, Content and Ideas

Our strategist and content experts across Currencies, Rates and Financing offer fresh thinking alongside market-leading economic insights in the key economies where our customers do business

- #1 European Government Bonds by Market Share – Gilts  
(Greenwich Associates European Fixed Income Rates 2019)
- Tied No. 1 Interest Rate Derivatives Service Quality  
(Greenwich Associates European Fixed Income Rate Derivatives 2019)
- Risk Solutions House of the Year  
(Risk Awards 2020, awarded in 2019)
- UK Corporate FX – Greenwich Quality Leader  
(2018 Greenwich Associates FX Study, awarded in 2019)
- Best Corporate FX Provider in the UK 2020 Award  
(Global Finance Magazine)
- Ranked #1 Private Placement Agent for European Issuers in 2019  
(Dealogic European Issuer Traditional Private Placement full year table for 2019)
- Best Agent of International US Private Placements  
(GlobalCapital 2020)

## Serving our corporate and institutional customers with a refocused business<sup>8</sup>

### Franchise View

**Commercial Banking**  
Large / Mid Corporates

**NatWest Markets**

### Customer View

**Corporate and institutional customers**

**Non-corporate & institutional customers**

### NWM will offer....

- Full service financing and risk management
- Simplified product suite – serving currencies, rates and financing activities
- Leaner operating model, leveraging ring-fenced bank infrastructure
- Integrated customer coverage
- Increasing focus on digital solutions

### ...with capital reallocated over the medium term

- Substantial reduction in capital allocated to institutional rates
- Reduction in CET1 capital allocated to NWM, expected to be CET 1 capital ratio accretive in year one and over the course of the transition period
- RWAs reduced by around £14-18bn
- Continue to refine plan over the transition period

## Electronic offering and automation

Strong market positions on Tradeweb<sup>3</sup>

With high levels of trading automation<sup>4</sup>

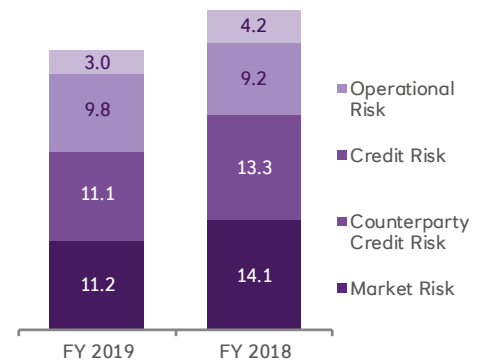
<b>#1 dealer</b> <b>Gilts</b>	<b>#1 dealer</b> <b>GBP Swaps</b>	<b>~94%</b> <b>FX Forwards</b>	<b>~99%</b> <b>Spot FX</b>
<b>#3 dealer</b> <b>EGBs</b>	<b>#4 dealer</b> <b>EUR Swaps</b>	<b>~91%</b> <b>US Treasuries</b>	<b>~75%</b> <b>Gilts</b>

# FY 2019 Results Overview

## Capital

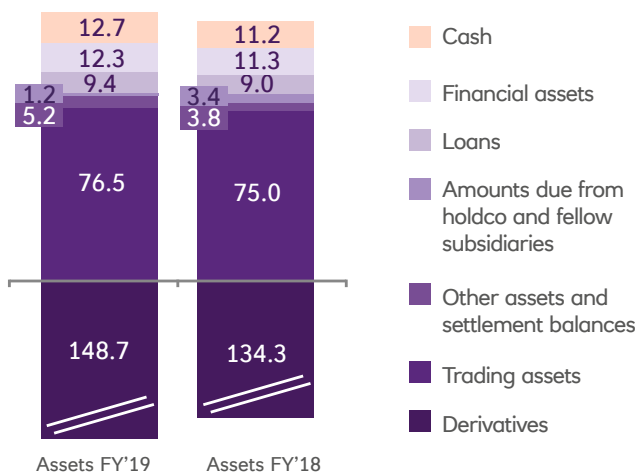
NWM Plc Solo Capital	FY'19		FY'18	
	£bn	%	£bn	%
CET1 Capital	6.1	17.3	6.4	15.6
Tier 1 Capital	7.0	19.9	7.4	18.0
<b>Total Capital</b>	<b>8.5</b>	<b>24.2</b>	<b>8.8</b>	<b>21.5</b>
Capital and Internal MREL	13.5	38.4	13.9	34.0
<b>Risk Weighted Assets</b>	<b>35.2</b>		<b>40.8</b>	
<b>CRR Leverage</b>	<b>136.5</b>	<b>5.1</b>	<b>148.5</b>	<b>5.0</b>

## Risk Weighted Assets

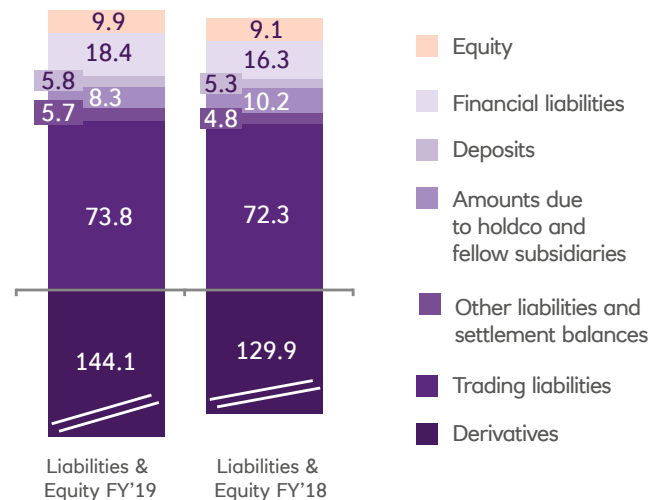


## NWM Plc consolidated balance sheet<sup>5</sup>

**Total Assets £266bn** (FY'18: £248bn)  
o/w Funded Assets £117bn (FY'18: £114bn)



**Total Liabilities & Equity**  
**Total Liabilities £256bn** (FY'18: £239bn)



Note: Funded assets are represented by NWM Plc's total assets, in accordance with the published IFRS balance sheet, less derivative assets

## NWM Plc consolidated income statement<sup>6</sup>

**Total Income £719m**  
(FY 2018: £858m)

**Operating Expenses £997m**  
(FY2018: £2,237m)

**Operating profit / (loss) before impairments £(278)m**  
(FY2018: £(1,379)m)

Income	FY19	FY18
Rates	374	579
Currencies	427	430
Financing	385	375
Revenue Share paid to RBSG	(208)	(171)
<b>Core Income</b>	<b>978</b>	<b>1,213</b>
Legacy and OCA <sup>7</sup>	(288)	(195)
Other	29	(160)
<b>Total</b>	<b>719</b>	<b>858</b>

Operating Expenses	FY19	FY18
Strategic costs	171	208
Litigation and conduct costs	(94)	969
Other Operating Expenses	920	1,060
<b>Total</b>	<b>997</b>	<b>2,237</b>

	FY19	FY18
Income	719	858
Operating expenses	997	2,237
<b>Operating profit / (loss)</b>	<b>(278)</b>	<b>(1,379)</b>
Impairment releases	48	102
Tax credit	109	33
Loss from continuing operations	(121)	(1,244)
Profit from discontinued operations	-	2,461
<b>(Loss) / profit for the year</b>	<b>(121)</b>	<b>1,217</b>

# Outlook

## Capital and RWA targets<sup>6,8,9</sup>

NWM Plc Medium Term Targets		NWM Franchise Targets	
RWA reduction	c.£14-18bn	RWA reduction in 2020	£6-8bn
CET1 Capital	Above 15%	RWA total in medium term	c. £20bn
MREL Ratio <sup>10</sup>	At least 30%	Reduction expected to be capital ratio accretive in year one and over the course of the transition plan period	
Leverage Ratio	At least 4%		

## Funding sources and plan

£bn	
<b>Owners' equity</b>	<b>9.9</b>
Deposits <sup>10</sup>	5.4
Other trading liabilities <sup>11</sup>	1.5
Term debt securities	16.4
CP /CDs	2.7
Subordinated liabilities	1.1
<b>Funding</b>	<b>27.1</b>

### 2020 NatWest Markets Plan

Note: Subject to business requirements and market conditions

**Term Senior unsecured**

£3-5bn

**Other Funding<sup>12</sup>**

Maintain

- During 2020 NWM Plc aims to further diversify the investor base and build out new markets and issuance programmes
- Total term senior unsecured issuances of £3-5bn in 2020, including via NWM's EMTN programme and from its Rule 144A MTN programme for US investors

## Credit ratings

	Moody's	Standard & Poor's	Fitch
<b>NWM Plc / NWM N.V.</b>			
Senior Unsecured	Baa2 <sup>14</sup> / P-2 / Positive	A- / A-2 / Stable	A / F1 / Stable
Counterparty Rating <sup>13</sup>	A3 / P-2	A / A-1	A (dcr)
<b>NatWest Markets Securities Inc.</b>			
Senior Unsecured	NR <sup>15</sup>	A- / A-2 / Stable	A / F1 / Stable
Counterparty Rating <sup>13</sup>	NR <sup>15</sup>	A- / A-2	A (dcr)

## Investor relations contacts

**Head of NatWest Markets Investor Relations: Amanda Hausler**  
T: +44 20 7085 6448 E: [amanda.hausler@natwestmarkets.com](mailto:amanda.hausler@natwestmarkets.com)

**Group Investor Relations**  
T: +44 20 7672 1758 E: [investor.relations@rbs.com](mailto:investor.relations@rbs.com)

Note: (1) Core Income excludes legacy, own credit adjustments and Central items & other. (2) NWM N.V. became a subsidiary of NWM Plc in November 2019. Prior to this it was an indirect subsidiary of RBSG plc. (3) Ranking on Tradeweb platform for volume of risk traded (executed delta), except EUR Swaps which is for non-list executed delta. Ranking YTD between 01/01/2019 to 31/11/2019. EGB refers to European Government Bond. (4) Based on internal analysis for Q4'19. FX Forwards and Spot FX based on % of trades automatically quoted. US Treasuries and Gilts are based on % of trades subject to end-to-end automation. (5) Equity of £9.9bn represents accounting value of capital compared to £8.5bn which represents the regulatory value of capital. (6) RBSG plc's 'NatWest Markets' operating segment is not the same as the NWM Plc legal entity or group. For the periods presented, the NWM Plc entity included the Central Items & Other segment but included NWM N.V. for statutory reporting only from 29 November 2019. (7) Own Credit Adjustments. (8) These targets constitute forward-looking statements, as discussed on page 1. (9) This supersedes all prior guidance. (10) Deposits include bank deposits (excluding repos) and customer deposits. (11) Other trading liabilities include other bank and customer deposits classified as trading liabilities. (12) Other Funding excludes repos, derivative cash collateral and non-capital intragroup funding. (13) These ratings apply to liabilities which the agencies believe are likely to be protected in resolution. The definition of the liabilities covered by the different counterparty ratings varies and therefore cannot be treated as like-for-like, please refer to the Moody's, Standard & Poor's and Fitch methodologies for additional information. (14) Baa2 is both NatWest Markets Plc's senior unsecured rating and the deposit rating. (15) NR = not rated.