

Interim results 2010

16 March 2010

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Agenda

- 1. Introduction Preben Prebensen, Group Chief Executive
- 2. Financial review Jonathan Howell, Group Finance Director
- 3. Business update Preben Prebensen, Group Chief Executive
- 4. Q&A



Introduction

First half highlights

- Good first half performance adjusted operating profit £62.5 million (2009: £64.9 million)
- Strong result in Banking benefiting from current favourable conditions and consistent approach to lending
- Continued good performance from Securities, particularly Winterflood
- Conditions remain challenging for Asset Management although Private Clients remained resilient
- Interim dividend of 13.5p (2009: 13.5p) reflects good performance
- Sound level of funding and strong capital position
 - -14.5% tier 1 capital ratio



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Summary income statement, continuing operations⁽¹⁾

£ million	First half 2010 to 31 January	First half 2009 to 31 January	% change	Full year 2009 to 31 July
Adjusted operating income ⁽²⁾	261.8	249.1	5%	502.1
Adjusted operating expenses ⁽³⁾	(168.7)	(160.8)	5%	(328.5)
Impairment losses on loans and advances	(30.6)	(23.4)	31%	(59.9)
Adjusted operating profit ⁽⁴⁾	62.5	64.9	(4)%	113.7
Operating margin ⁽⁵⁾	23%	22%		20%
Expense/income ratio ⁽⁶⁾	65%	68%		68%

Notes

- (1) Results from continuing operations for 2009 excludes the trading result and gain on sale of the Corporate Finance division, the sale of which completed on 1 July 2009
- (2) Operating income before exceptional items
- (3) Total operating expenses excluding exceptional expenses, impairment losses on goodwill and amortisation of intangible fixed assets on acquisition
- (4) Before exceptional items, impairment losses on goodwill and amortisation of intangible fixed assets on acquisition
- (5) Adjusted operating profit on adjusted operating income
- (6) Adjusted operating expenses on adjusted operating income, excluding associate income



Summary income statement, continuing operations (continued)

£ million	First half 2010 to 31 January	First half 2009 to 31 January	% change	Full year 2009 to 31 July
Adjusted exercting profit	62.5	64.9	(4)0/	113.7
Adjusted operating profit			(4)%	
Exceptional items and other adjustments ⁽¹⁾	(0.2)	(23.4)	(99)%	(25.4)
Operating profit before tax	62.3	41.5	50%	88.3
Tax	(16.0)	(14.1)	13%	(26.1)
Minority interests	(0.2)	(0.1)	100%	(0.3)
Profit attributable to shareholders	46.1	27.3	69%	61.9
Return on opening equity ⁽²⁾	12%	10%		10%
Basic EPS (continuing operations)	32.2p	19.2p	68%	43.6p
Adjusted EPS ⁽³⁾ (continuing operations)	32.4p	34.9p	(7)%	60.5p
Ordinary dividend per share	13.5p	13.5p	-	39.0p

Notes

⁽³⁾ Before exceptional items, impairment losses on goodwill and amortisation of intangible fixed assets on acquisition



⁽¹⁾ Exceptional items and other adjustments in H1 2010 includes £0.2 million of amortisation of intangibles on acquisition. H1 2009 includes £4.1 million of exceptional expenses, £19 million impairment of goodwill and £0.3 million of amortisation of intangibles on acquisition.

⁽²⁾ Adjusted operating profit after tax and minority interests on opening total equity, excluding associates

Performance by division

Adjusted operating profit (continuing operations)

£ million	First half 2010	First half 2009	% change	Full year 2009
Adjusted operating profit	62.5	64.9	(4)%	113.7
Of which:				
Banking	36.5	32.0	14%	54.0
Asset Management	2.7	6.6	(59)%	12.0
Securities	34.0	33.2	2%	64.9
Group	(10.7)	(6.9)	(55)%	(17.2)
% of total ⁽¹⁾				
Banking	50%	<i>4</i> 5%		41%
Asset Management	4%	9%		9%
Securities	46%	46%		50%

- Strong performance in Banking
 - Successfully taken advantage of favourable business conditions
 - Continuing good demand for specialist lending, particularly Retail and Commercial
 - Loan book growth across all businesses and margin expansion
- Modest start for Asset Management
 - Continued challenging conditions but good growth in Private Clients FuM
- Good performance in Securities
 - Strong volumes at Winterflood offset by more normal market conditions for Mako

Note:



⁽¹⁾ Before group net expenses

Summary balance sheet

£ million	31 January 2010	31 July 2009	Change
Assets			
Cash and loans and advances to banks	445.8	198.2	247.6
Settlement balances, long trading positions and loans to money brokers ⁽¹⁾	782.0	728.9	53.1
Loans and advances to customers	2,577.7	2,364.9	212.8
Non trading debt securities	1,655.3	2,261.3	(606.0)
Intangible assets	112.2	107.6	4.6
Other assets	335.1	358.4	(23.3)
Total assets	5,908.1	6,019.3	(111.2)
Liabilities			
Settlement balances, short trading positions and loans from money brokers	671.6	590.7	80.9
Deposits by banks	39.7	48.0	(8.3)
Deposits by customers	2,892.4	2,919.6	(27.2)
Borrowings	1,290.2	1,436.9	(146.7)
Other liabilities	278.8	326.4	(47.6)
Total liabilities	5,172.7	5,321.6	(148.9)
Equity	735.4	697.7	37.7
Total liabilities and equity	5,908.1	6,019.3	(111.2)

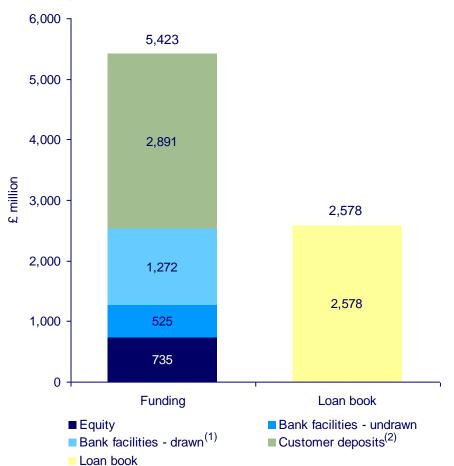
Note

⁽¹⁾ Includes £67 million of long trading positions in debt securities for the purpose of this summary balance sheet. These are included within "Debt Securities" on the consolidated balance sheet in the group's financial statements

Funding and liquidity

Maintained strong and diversified funding position

Funding position at 31 January 2010



- Total funding of £5.4 billion, no significant change from prior year end
 - -18 month average facility maturity exceeds11 month average loan book maturity
 - Facilities maintained at £1.8 billion with no significant maturities or new facilities raised
- Good funding position
 - Focus on cost efficiency and long-term flexibility
- First time rating of A3 and A assigned by Moody's and Fitch respectively to Close Brothers Group
- Post period end, CBG raised £200 million, 2017 maturity bond providing additional long-term flexibility

Notes:

⁽¹⁾ Bank facilities exclude £18 million of loans and overdrafts included in total borrowings in the group's financial statements

⁽²⁾ Excludes £1 million of deposits (31 July 2009: £1 million) held within the Securities division

Capital

Strong capital position maintained

£ million	31 January 2010	31 July 2009
Core tier 1 capital	590.7	581.9
Total regulatory capital	661.5	651.6
Risk weighted assets (notional) ⁽¹⁾	4,079.4	3,936.8
Core tier 1 capital ratio	14.5%	14.8%
Total capital ratio	16.2%	16.6%

- RWAs increased £143 million (4%) as a result of loan book growth
- Overall core tier 1 capital ratio broadly stable at 14.5%
- Strong capital position allows group to support businesses and pursue growth opportunities



Key figures

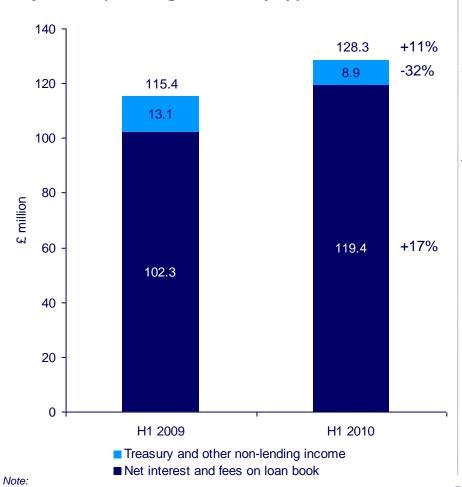
£ million	First half 2010 to 31 January	First half 2009 to 31 January	% change	Full year 2009 to 31 July
Adjusted operating income	128.3	115.4	11%	235.5
Adjusted operating expenses	(61.2)	(60.0)	2%	(121.6)
Impairment losses on loans and advances	(30.6)	(23.4)	31%	(59.9)
Adjusted operating profit	36.5	32.0	14%	54.0
Closing loan book	2,578	2,308	12%	2,365
Bad debt ratio ⁽¹⁾	2.5%	2.1%		2.6%
Key Financial Ratios				
Operating margin	28%	28%		23%
Expense / income ratio	48%	52%		52%
Compensation ratio	27%	30%		28%
Return on net loan book ⁽²⁾	3.0%	2.8%		2.3%
Return on opening equity	18%	15%		12%

⁽¹⁾ Impairment losses on average net loans and advances to customers
(2) Banking division adjusted operating profit before tax on the average net loan book
All KFRs exclude associate income, exceptional items, impairment losses on goodwill and amortisation of intangible fixed assets on acquisition



Income analysis

Adjusted operating income by type



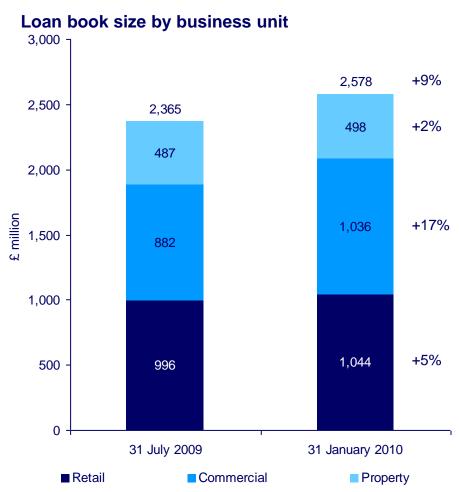
Key metrics

	First half 2010	First half 2009	% change	Full year 2009
Average loan book (£ million)	2,471	2,270	9%	2,299
Net interest margin ⁽¹⁾	9.7%	9.0%		9.4%

- Growth in net interest and fees on loan book reflects good demand for specialist lending services, particularly in Retail
- Businesses have successfully capitalised on favourable conditions
- Treasury and other non-lending income impacted by lower returns on money market assets



Loan book analysis

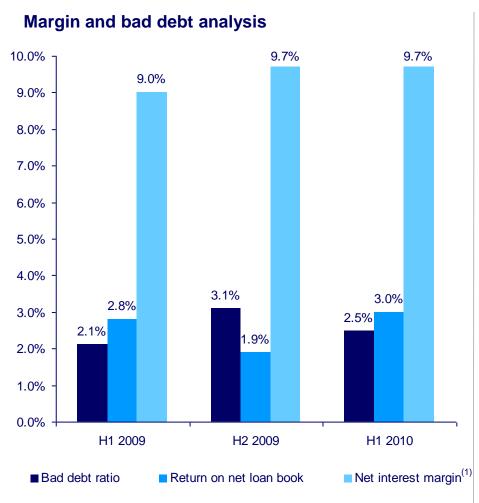


Note:
A full breakdown by line of business is provided in the Appendix

- £213 million or 9% growth in loans and advances to customers to £2.6 billion (31 July 2009: £2.4 billion)
 - -5% organic growth
 - -4% due to acquisition of £94 million invoice financing loan book in January 2010
- 5% growth in Retail loan book
 - Good demand in motor and premium finance, particularly personal insurance lines
- 17% growth in Commercial loan book
 - -Good new business levels in asset finance
 - Acquisition growth in invoice finance partly offset by ongoing impact of economic environment on clients
- 2% growth in Property reflecting good demand but selective lending



Bad debt analysis



- H1 2010 bad debt ratio increased to 2.5% (H1 2009: 2.1%)
- Bad debt ratio reduced from H2 2009 level of 3.1% reflecting stable economic environment
 - principally driven by shorter-term Retail businesses
- Stronger net interest margin more than offset increase in bad debts to improve return on net loan book to 3.0% (H1 2009: 2.8%)
- Outlook for bad debts remains sensitive to economic environment

Note:

(1) Net interest and fees on average net loans and advances to customers



Asset Management

Key figures

£ million	First half 2010 to 31 January	First half 2009 to 31 January	% change	Full year 2009 to 31 July
Adjusted operating income	43.5	49.9	(13)%	95.0
Adjusted operating expenses	(40.8)	(43.3)	(6)%	(83.0)
Adjusted operating profit	2.7	6.6	(59)%	12.0
Closing FuM	7,289	6,870	6%	6,839
Of which:				
Private Clients	3,695	3,130	18%	3,349
Funds	3,594	3,740	(4)%	3,490
Key Financial Ratios				
Operating margin	6%	13%		13%
Expense / income ratio	94%	87%		87%
Compensation ratio	59%	58%		57%
Return on opening equity	3%	7%		6%

Note:

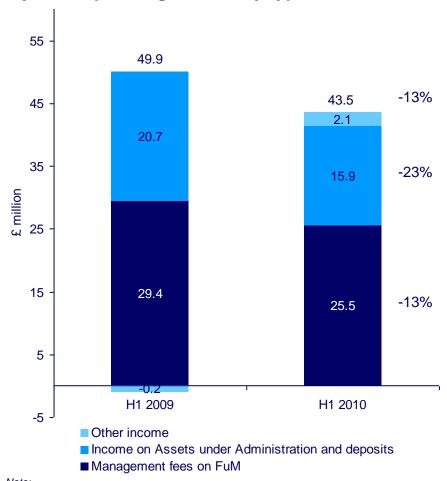




Asset Management

Income analysis





Key metrics

	First half 2010	First half 2009	Change	Full year 2009
Average FuM (£ million)	7,064	7,533	(6)%	7,517
Revenue margin ⁽¹⁾	72bps	78bps	(6bps)	72bps

- 13% reduction in management fees on FuM reflecting lower average FuM and revenue margin
- Revenue margin reduction to 72bps reflects deconsolidation of private equity businesses in H1 2009
 - Stabilised since 2009 financial year
- Income on AuA and deposits affected by low interest rate environment

Note:

(1) Management fees on FuM / average FuM



Asset Management

Resilient net new funds in Private Client business

Movement in Funds under Management

£ million	Private Clients	Funds	Total
1 August 2009	3,349	3,490	6,839
New funds raised	264	246	510
Redemptions, realisations and withdrawals	(173)	(347)	(520)
Net new funds	91	(101)	(10)
Market movement	255	205	460
31 January 2010	3,695	3,594	7,289
% change	10%	3%	7%
Net new funds % of FuM	3%	(3%)	-
Market movement % of FuM	8%	6%	7 %
FTSE 100			13%



Securities

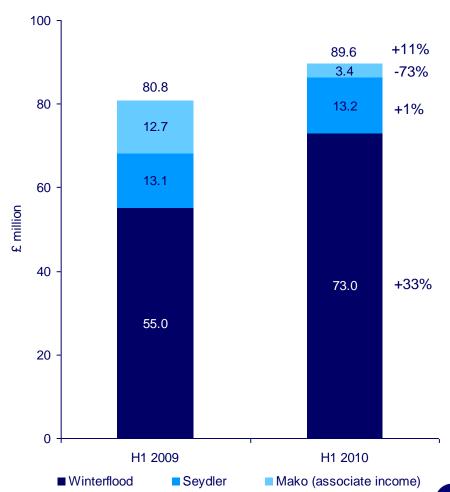
Key figures

£ million	First half 2010 to 31 January	First half 2009 to 31 January	% change	Full year 2009 to 31 July
Adjusted operating income	89.6	80.8	11%	167.8
Adjusted operating expenses	(55.6)	(47.6)	17%	(102.9)
Adjusted operating profit	34.0	33.2	2%	64.9
of which:				
Winterflood	27.6	18.7	48%	47.3
Seydler	3.0	1.8	67%	1.5
Mako	3.4	12.7	(73)%	16.1
Key Financials Ratios				
Operating margin	35%	30%		32%
Expense / income ratio	65%	70%		68%
Compensation ratio	46%	44%		46%
Return on opening equity	46%	30%		35%

Securities

Income analysis

Adjusted operating income by business



Key metrics

	First half 2010	First half 2009	% change	Full year 2009
Winterflood bargains per day	45k	38k	20%	42k
Winterflood income per bargain	£12.80	£11.46	12%	£11.98

- Winterflood strong performance reflects
 - 20% increase in average bargains per day due to equity markets recovery and strong retail demand
 - Income per bargain increased year on year although broadly stable on H2 2009
 - Only 2 loss days in 126 trading days
- Seydler performance resilient
- Mako associate income reflects low volatility environment



Outlook

2010 financial year

- Strong and well positioned businesses which are well placed for future growth opportunities
 - In Banking, expect continued solid performance however bad debts sensitive to economic environment
 - In Asset Management, current overall level of performance likely to continue in second half, reflecting ongoing investment spend in Private Clients
 - In Securities, Winterflood had a quieter February and March
- · Confident in delivering solid overall result for full year, subject to prevailing market conditions



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Strategic priorities

- Focus activities around three divisions Banking, Asset Management and Securities
- Build on strong, established franchises in each division
 - Invest in core competencies of specialised lending, market-making and private client wealth management
 - Identify organic growth opportunities and selected infill acquisitions to develop existing strategies
- Maintain strong Group capital ratios, credit rating, funding and liquidity position
 - Flexibility to capitalise on future growth opportunities
- Strengthened central functions now support divisional initiatives



Banking

Strong and distinctive business model focused on specialist, secured, short term lending

Retail

Premium finance
Motor finance
Channel Islands

- Intermediated lending to over 1.2 million consumers and 200,000 SMEs
- 3,000 insurance brokers and 5,500 motor dealers

Commercial

Asset finance Invoice finance

- Direct lending to 17,000 SMEs
- UK, Ireland and Germany

Property

Property finance including Commercial Acceptances

- Short-term residential development and bridging finance
- c. 500 property developers
- UK borrowers only

Treasury

Deposit taking and funding



Banking

Favourable current environment

- Continued demand for division's specialist lending
- Some businesses increasing market share
- Remain committed to lending through challenging markets
- Upgraded quality of business and clients
- Firmly positioned for the future

Growth opportunities

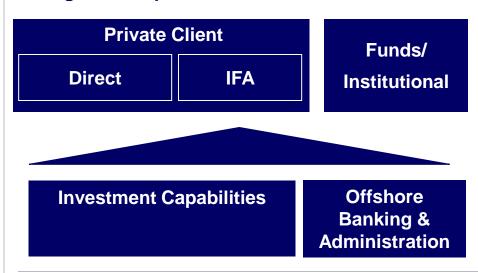
- Leverage established platform
- Extension of product lines into adjacent areas
- Broaden client base
- Geographic expansion
- **Infill acquisitions** with strategic fit



Asset Management

- Division repositioning many of its businesses with clear plan for growth
 - Ongoing process of strategy development and investment in **Private Clients**, **Funds** and **Banking and Administration**
- Private Clients is immediate focus business strategy has been refined and implementation underway
 - Key hires
 - Head of Wealth Management; IFA team
 - IFA opportunities
 - Acquisition of IFA clients first deal close to completion, in discussions with a number of other IFAs
- Build out of investment management capabilities
 - Bought out minority stake of Fortune
 - Nancy Curtin appointed CIO

Strategic development model



- Developing institutional strategy
- Continue to develop offshore Banking and Administration capabilities



Securities

Securities division has interesting businesses with similar characteristics

- Strong leadership and experienced people
- Technology is a source of strength and competitive advantage
- Risk management remains the key focus
- Succeeded in challenging financial markets
- Committed to providing liquidity whilst remaining well capitalised and profitable
- Group benefits from counter cyclical nature of three businesses
- Market leader with interesting growth prospects



Securities

Winterflood

- Capture additional **US order flow** in UK equities
 - 3rd party developed US retail platform for global equities with WINS chosen as small/mid-cap partner
 - Entered into arrangement with US broker-dealer
 - Niche outsourcing execution opportunities
- Expand institutional business

Seydler

 Expand fixed income activity and build on existing designated sponsoring capacity in German small/mid cap market

Mako

- Build on investment management activities beyond successful Pelagus Capital Fund



Conclusion

- Robust, well positioned businesses with clear strategy
 - In Banking taking advantage of current favourable environment to pursue growth and upgrade quality of business
 - In Securities expand Winterflood's access to client flows and focus on core competencies of businesses
 - Asset Management currently repositioning business, particularly in Private Clients
- Flexible and diverse funding and strong capital position to support current requirements and growth initiatives



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Segmental analysis

Summary income statement

£ million	Banking	Asset Management	Securities	Group	Continuing operations	Discontinued operations	Total
First half 2010 to 31 January							
Adjusted operating income	128.3	43.5	89.6	0.4	261.8	-	261.8
Adjusted operating expenses	(61.2)	(40.8)	(55.6)	(11.1)	(168.7)	-	(168.7)
Impairment losses on loans and advances	(30.6)	-	-	-	(30.6)	-	(30.6)
Adjusted operating profit	36.5	2.7	34.0	(10.7)	62.5	-	62.5
Exceptional items and other adjustments (1)	(0.2)	-	-	-	(0.2)	-	(0.2)
Operating profit before tax	36.3	2.7	34.0	(10.7)	62.3	-	62.3
First half 2009 to 31 January							
Adjusted operating income	115.4	49.9	80.8	3.0	249.1	17.3	266.4
Adjusted operating expenses	(60.0)	(43.3)	(47.6)	(9.9)	(160.8)	(20.2)	(181.0)
Impairment losses on loans and advances	(23.4)	-	-	-	(23.4)	-	(23.4)
Adjusted operating profit	32.0	6.6	33.2	(6.9)	64.9	(2.9)	62.0
Exceptional items and other adjustments (2)	(0.3)	(22.4)	-	(0.7)	(23.4)	(0.1)	(23.5)
Operating profit before tax	31.7	(15.8)	33.2	(7.6)	41.5	(3.0)	38.5

Notes:

⁽¹⁾ Exceptional items and other adjustments in H1 2010 comprised £0.2 million amortisation of intangible fixed assets on acquisition

⁽²⁾ Exceptional items and other adjustments in H1 2009 comprised £4.2 million of restructuring costs, £19.0 million impairment losses on goodwill and £0.3 million amortisation of intangible fixed assets on acquisition

Segmental analysis

Summary balance sheet at 31 January 2010

£ million	Banking	Asset Management	Securities	Group	Total
Cash and loans and advances to banks	230.0	197.5	17.6	0.7	445.8
Settlement balances, long trading positions and loans to money brokers (1)	-	-	782.0	-	782.0
Loans and advances to customers	2,562.9	14.8	-	-	2,577.7
Non trading debt securities	1,507.6	143.3	4.4	-	1,655.3
ntangible assets	28.3	54.7	29.1	0.1	112.2
Other assets	151.0	56.7	17.8	109.6	335.1
Intercompany balances	(395.8)	424.3	(27.7)	(0.8)	-
Total assets	4,084.0	891.3	823.2	109.6	5,908.1
Settlement balances, short trading positions and loans from money brokers	-	-	671.6	-	671.6
Deposits by banks	25.5	14.2	-	-	39.7
Deposits by customers	2,221.5	669.9	1.0	-	2,892.4
Borrowings	1,279.9	5.9	4.4	-	1,290.2
Other liabilities	169.8	44.3	50.2	14.5	278.8
ntercompany balances	59.1	18.2	0.3	(77.6)	-
Total liabilities	3,755.8	752.5	727.5	(63.1)	5,172.7
Equity	328.2	138.8	95.7	172.7	735.4
Total liabilities and equity	4,084.0	891.3	823.2	109.6	5,908.1

Note:

⁽¹⁾ Includes £66.9 million of long trading positions in debt securities for the purpose of this summary balance sheet. These are included within "Debt Securities" on the consolidated balance sheet in the group's financial statements

Segmental analysis

Summary balance sheet at 31 July 2009

		Asset			
£ million	Banking	Management	Securities	Group	Total
Cash and loans and advances to banks	27.9	145.3	24.3	0.7	198.2
Settlement balances, long trading positions and loans to money brokers ⁽¹⁾	-	-	728.9	-	728.9
oans and advances to customers	2,352.6	12.3	-	-	2,364.9
Non trading debt securities	1,999.5	257.4	4.4	-	2,261.3
Intangible assets	24.4	53.9	29.3	-	107.6
Other assets	189.1	56.5	17.2	95.6	358.4
Intercompany balances	(332.6)	379.7	(27.6)	(19.5)	-
Total assets	4,260.9	905.1	776.5	76.8	6,019.3
Settlement balances, short trading positions and loans from money brokers	-	-	590.7	-	590.7
Deposits by banks	33.0	15.0	-	-	48.0
Deposits by customers	2,241.9	676.6	1.1	-	2,919.6
Borrowings	1,417.6	1.1	18.2	-	1,436.9
Other liabilities	186.1	50.0	69.7	20.6	326.4
Intercompany balances	91.6	21.5	0.3	(113.4)	-
Total liabilities	3,970.2	764.2	680.0	(92.8)	5,321.6
Equity	290.7	140.9	96.5	169.6	697.7
Fotal liabilities and equity	4,260.9	905.1	776.5	76.8	6,019.3

Note:

⁽¹⁾ Includes £37.9 million of long trading positions in debt securities for the purpose of this summary balance sheet. These are included within "Debt Securities" on the consolidated balance sheet in the group's financial statements

Loan book split

£ million	31 January 2010	31 July 2009	Change %
Premium finance	487	456	7%
Motor finance	469	444	6%
Close Finance Channel Islands	88	96	(9)%
Retail	1,044	996	5%
Invoice finance	254	170	49% ⁽¹⁾
Asset finance	782	712	10%
Commercial	1,036	882	17%
Property	498	487	2%
Total loans and advances to customers	2,578	2,365	9%

Typical lending statistics by business

	Typical LTV % at issue	Average loan size ⁽¹⁾	Typical loan maturity
Asset Finance	70-80%	£19.3k	2-3 yrs
Premium Finance	90%	£0.6k	10 mths
Property Finance	50-60%	£811.3k	12-18 mths
Motor Finance	75%	£4.2k	2-3 yrs
Invoice Finance	80%	£217.2k	2-3 mths

Notes: Figures are for illustrative purposes only. (1) At 31 January 2010



Funding maturity profile

No significant maturities in the period

£ million	Total	<3 months	3-12 months	1-2 years	2-5 years	>5 years
Loans and overdrafts from banks ⁽¹⁾	1,175	38	1,012	50	75	-
Promissory notes	22	-	-	-	-	22
Subordinated loan capital	75	-	-	-	-	75
Drawn facilities	1,272	38	1,012	50	75	97
Undrawn facilities	525	213	112	195	5	-
Deposits by customers ⁽²⁾	2,891	1,587	593	629	82	-
Total available funding - 31 January 2010	4,688	1,838	1,717	874	162	97
Total available funding 21 July 2000	4,721	1,684	724	1 910	399	96
Total available funding - 31 July 2009	4,721	1,004	124	1,819		90
Movement	(33)	154	993	(945)	(237)	1

Motes

⁽¹⁾ Drawn facilities exclude £18 million (31 July 2009: £27 million) of non-facility overdrafts included in total borrowings in the group's financial statements (2) Excludes £1 million (31 July 2009: £1 million) of deposits < 12 months held within the Securities division



Re-presentation of H1 2009 financial statements

- On the face of the **balance sheet**, some line items have been combined to simplify presentation with full breakdown provided in the notes
- In the **income statement**, certain fee and interest income and expense lines have also been re-presented. This does not affect operating income, profit, or any reported KFRs or key drivers⁽¹⁾

Old presentation	New presentation	
Debt securities: long trading positions (2) Certificate of deposits classified as loans and receivables FRN's held to maturity and available for sale (3) Gilts and government guaranteed debt (4)	Debt securities	
Equity shares valued at fair value Equity shares: long trading positions ⁽²⁾ Equity shares classified as available for sale ⁽³⁾	Equity shares	
Intangible assets: goodwill Intangible assets: other	Intangible assets	
Prepayments and accrued income Other receivables	Prepayments, accrued income and other	r assets
Settlement accounts Debt securities and equity shares: short trading positions	Settlement balances and short positions	
Other liabilities Current tax liabilities Accruals and deferred income	Accruals, deferred income and other liab	oilities

Notes

⁽¹⁾ These changes have resulted in a £8.5 million increase in H1 2009 interest income and a £1.2 million increase in H1 2009 interest expense with a decrease in fee and commission income of £14.3 million, and a decrease in fee and commission expense of £7.0 million

⁽²⁾ Combined in 2009 Interim Report as debt securities and equity shares: long trading positions. For breakdown see notes 9 and 10 in 2010 interim results announcement

⁽³⁾ As disclosed in note 9 in 2009 Interim Report

⁽⁴⁾ Purchased in the second half of FY 2009 (31 January 2009: £nil)