

Company-compiled consensus ^{1,2,3}

As at 28 February 2025



| | FY 2025E Consensus | | | | FY 2026E Consensus | | | | FY 2027E Consensus | | | |
|--|-----------------------|--------|--------|------------|-----------------------|--------|--------|------------|-----------------------|--------|--------|------------|
| | Low | Mean | High | # analysts | Low | Mean | High | # analysts | Low | Mean | High | # analysts |
| Income statement | | | | | | | | | | | | |
| Close Brothers Group plc ("CBG Total") | | | | | | | | | | | | |
| Income | 777 | 791 | 811 | 8 | 784 | 808 | 829 | 8 | 814 | 845 | 896 | 8 |
| Expenses | (562) | (547) | (538) | 8 | (565) | (551) | (520) | 8 | (580) | (562) | (537) | 8 |
| Pre-provision profit | 235 | 243 | 265 | 8 | 226 | 257 | 279 | 8 | 243 | 283 | 338 | 8 |
| Impairment losses | (109) | (99) | (87) | 8 | (110) | (95) | (72) | 8 | (118) | (98) | (78) | 8 |
| CBG Total Adjusted operating profit ("AOP") excl. CBAM | 136 | 144 | 158 | 8 | 146 | 162 | 182 | 8 | 147 | 185 | 237 | 8 |
| Total Adjusting Items | (310) | (168) | (20) | 8 | (271) | (118) | 0 | 8 | (179) | (35) | 0 | 8 |
| <i>Estimated impact of the FCA's review of historical motor finance commission arrangements and the motor commissions appeal⁴</i> | (298) | (148) | 0 | 8 | (250) | (110) | 0 | 8 | (175) | (34) | 0 | 8 |
| <i>Complaints handling and other operational costs associated with the FCA's review of historical motor finance commission arrangements and motor commissions appeal</i> | (20) | (13) | 0 | 8 | (20) | (6) | 0 | 8 | (4) | (1) | 0 | 8 |
| <i>Restructuring costs</i> | (10) | (8) | (5) | 8 | (10) | (3) | 0 | 8 | (5) | (1) | 0 | 8 |
| Operating (loss)/profit before tax | (152) | (24) | 128 | 8 | (126) | 44 | 182 | 8 | (33) | 150 | 237 | 8 |
| Discontinued operations (CBAM) | | | | | | | | | | | | |
| Profit/(loss) after tax | 5 | 6 | 9 | 8 | 0 | 0 | 0 | 8 | 0 | 0 | 0 | 8 |
| Profit on disposal of discontinued operations | 39 | 45 | 50 | 7 | 0 | 2 | 14 | 8 | 0 | 2 | 14 | 8 |
| Profit/(loss) from discontinued operations⁵ | 45 | 51 | 59 | 7 | 0 | 2 | 14 | 8 | 0 | 2 | 14 | 8 |
| Banking | | | | | | | | | | | | |
| Income | 714 | 729 | 745 | 8 | 709 | 739 | 757 | 8 | 731 | 767 | 812 | 8 |
| Expenses | (434) | (427) | (419) | 8 | (443) | (432) | (410) | 8 | (460) | (441) | (424) | 8 |
| Pre-provision profit | 295 | 302 | 318 | 8 | 289 | 307 | 331 | 8 | 279 | 326 | 376 | 8 |
| Impairment losses | (109) | (99) | (87) | 8 | (110) | (95) | (72) | 8 | (118) | (98) | (78) | 8 |
| Banking AOP | 199 | 203 | 211 | 8 | 189 | 212 | 239 | 8 | 183 | 228 | 275 | 8 |
| Winterflood | | | | | | | | | | | | |
| Income | 74 | 76 | 82 | 8 | 78 | 88 | 98 | 8 | 82 | 97 | 123 | 8 |
| Expenses | (77) | (75) | (72) | 8 | (87) | (79) | (73) | 8 | (100) | (83) | (75) | 8 |
| Winterflood AOP | (2) | 1 | 5 | 8 | 3 | 9 | 15 | 8 | 4 | 14 | 23 | 8 |
| Group (central functions)⁶ | | | | | | | | | | | | |
| Income | (17) | (15) | (11) | 8 | (44) | (19) | (9) | 8 | (44) | (19) | (9) | 8 |
| Expenses | (51) | (46) | (40) | 8 | (48) | (40) | (31) | 8 | (49) | (37) | (25) | 8 |
| Group (central functions) net expenses | (66) | (61) | (57) | 8 | (89) | (59) | (46) | 8 | (89) | (57) | (45) | 8 |
| CBG Total metrics | | | | | | | | | | | | |
| Effective tax rate ("ETR") | 22.2% | 24.6% | 27.2% | 6 | 22.4% | 24.6% | 27.0% | 6 | 22.7% | 25.2% | 27.7% | 7 |
| Adjusted earnings per share ("AEPS") ⁷ from continuing operations | 55.3 | 57.6 | 61.4 | 5 | 60.1 | 65.8 | 68.8 | 5 | 59.9 | 75.0 | 80.4 | 5 |
| Dividend per share ("DPS") | 0.0 | 0.0 | 0.0 | 8 | 0.0 | 13.1 | 45.0 | 8 | 0.0 | 27.4 | 50.0 | 8 |
| Common Equity Tier 1 ("CET1") ratio - transitional ⁸ | 12.6% | 13.2% | 14.6% | 8 | 11.2% | 12.6% | 15.2% | 8 | 10.8% | 12.4% | 15.9% | 8 |
| Banking metrics | | | | | | | | | | | | |
| Net interest margin ("NIM") | 7.1% | 7.2% | 7.3% | 7 | 7.0% | 7.2% | 7.3% | 7 | 6.8% | 7.1% | 7.4% | 7 |
| Bad debt ratio | 0.9% | 1.0% | 1.1% | 8 | 0.7% | 0.9% | 1.1% | 8 | 0.7% | 0.9% | 1.1% | 8 |
| Closing net loan book (including operating lease assets) | 9,667 | 10,180 | 10,433 | 8 | 10,134 | 10,549 | 10,784 | 8 | 10,748 | 11,024 | 11,341 | 8 |

Notes

- 1 Close Brothers has a financial year-end of 31 July.
2. Averages presented throughout this document are calculated on a line-by-line basis and may not add up to the totals provided.
- 3 Includes estimates from eight analysts that have updated estimates after the publication of the group's FY24 results (on 19 September 2024), Q1 25 Trading Update (on 21 November 2024) or the group's 'Update in relation to motor commissions and performance in the six months to 31 January 2025' announcement (on 12 February 2025).
- 4 Average of estimates from eight analysts (where an adjusting item in relation to the FCA's review of historical motor finance commissions and the Court of Appeal's judgment has not been included in the analyst's forecasts, zero has been assumed). Excluding the analysts who have not included an adjusting item in relation to the FCA's review of historical motor finance commissions and the motor commissions appeals, the averages of estimated impact are £169m for FY 2025 (Low:£92m; High:£298m; Number of analysts: 7), £175m for FY 2026 (Low:£92m; High:£250m; Number of analysts: 5) and £135m for FY 2027 (Low:£95m High:£175m; Number of analysts: 2). On the same basis, the average of total estimated impact between FY2025-FY2027 is £333m (Low:£165m; High:£525m; Number of analysts: 7). Estimates for the potential impact of the FCA's review of historical motor finance commission arrangements and the Court of Appeal's judgment vary considerably, for quantum, timing and tax treatment.
- 5 Analysts' estimates included in the consensus for CBAM's estimated profit on disposal vary between analysts (some are based on CBAM's net asset value ("NAV") of £121.8 million at 31 July 2024 as opposed to the estimated NAV at completion). The transaction is expected to complete in early 2025 calendar year.
6. Group (central functions) consists of central functions as well as various non-trading head office companies and consolidation adjustments and is presented in order that the information presented reconciles to the consolidated income statement.
7. Estimates for adjusted earnings per share ("AEPS") from continuing operations exclude 'Adjusting items' estimated by analysts.
8. Estimates for the impact of the FCA's review of historical motor finance commission arrangements and the execution of the capital management actions announced in March 2024 vary considerably between analysts and are reflected in the CET1 capital ratio average included in consensus.

Disclaimer

The analysts' consensus is provided for information purposes only, for the convenience of our investors and analysts. Consensus figures are those as at 28 February 2025, and may not reflect any changes to analyst estimates after that date. Figures shown include a simple arithmetic average, as well as the minimum and maximum values, of the latest forecasts provided to Close Brothers by a number of registered investment analysts by this date. Close Brothers excluded forecasts which have not been updated following the last reported full set of financial results (i.e. Full-Year or Half-Year Results) or have not been updated to reflect significant announcements or events.

Although Close Brothers will endeavour to ensure that the analysts' consensus is kept updated from time to time, Close Brothers assumes no obligation to update or revise such information to reflect circumstances existing after the date above. Close Brothers reserves the right, from time to time, with or without notice, to exclude one or more analysts' forecasts on the basis that Close Brothers believes them to be unrepresentative and/or out of date.

The analysts' consensus numbers have not been reviewed or reported on by or on behalf of Close Brothers or any independent third party for any purpose. Neither Close Brothers Group plc nor any subsidiary undertaking or any director, officer or employee of Close Brothers accepts any responsibility for the accuracy of the forecasts used in the analysts' consensus and therefore shall have no liability whatsoever for the consequences of any reliance or actions taken or not taken based on any of the information in the analysts' consensus.

The analysts' consensus does not constitute Close Brothers prepared estimates, forecasts, predictions, projections or opinions and should not be taken as such for any purpose. The analysts' consensus does not constitute and should not be construed as a profit forecast or profit estimate by or on behalf of Close Brothers. The analysts' consensus is not intended to, nor does it, constitute investment advice or any offer or solicitation to buy, hold or sell any shares or other securities in Close Brothers Group plc or any of its group members. Analyst forecasts are the product of third party opinions, conclusions and expectations, and Close Brothers does not endorse, approve or adopt the analysts' consensus or any underlying analyst's estimate that may have formed part of the analysts' consensus.

Close Brothers is not aware of, nor has it investigated, the existence of any interests or conflicts of interest of the contributors that could compromise the objectivity of the contributed information. Close Brothers has obtained the permission from each analyst included in the consensus information to include their estimates on a non-disclosed basis. The selection of each analyst's estimates in the consensus is not affected by such analyst's opinions, forecasts, estimates, projections, predictions or recommendations in respect of Close Brothers. Close Brothers does not provide any commentary on the analysts' consensus and is not obliged to produce and/or publish the analysts' consensus and reserves the right to cease to do so at any time.

Investor Relations contacts

Sophie Gillingham
Camila Sugimura
Kimberley Taylor
Ingrid Diaz

sophie.gillingham@closebrothers.com
camila.sugimura@closebrothers.com
kimberley.taylor@closebrothers.com
ingrid.diaz@closebrothers.com

020 3857 6574
020 3857 6577
020 3857 6233
020 3857 6088