

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

As at 16 January 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	793	811	8	788	811	840	8	810	847	901	8
Expenses	(562)	(546)	(538)	8	(565)	(550)	(520)	8	(580)	(561)	(537)	8
Pre-provision profit	235	247	265	8	236	261	291	8	243	286	343	8
Impairment losses	(109)	(99)	(87)	8	(110)	(96)	(74)	8	(118)	(98)	(80)	8
CBG Total Adjusted operating profit ("AOP") excl. CBAM	139	148	158	8	146	165	191	8	147	188	240	8
Total Adjusting Items	(475)	(173)	0	8	(271)	(125)	0	8	(179)	(37)	0	8
<i>Estimated impact of the FCA's review of historical motor finance commission arrangements and the Court of Appeal's judgment⁴</i>	(450)	(155)	0	8	(250)	(118)	0	8	(175)	(36)	0	8
<i>Complaints handling and other operational costs associated with the FCA's review of motor finance</i>	(20)	(11)	0	8	(20)	(4)	0	8	(4)	(1)	0	8
<i>Restructuring costs</i>	(10)	(7)	0	8	(10)	(3)	0	8	(5)	(1)	0	8
CBG Total Statutory Operating Profit Before Tax excl. CBAM	(334)	(25)	148	8	(126)	41	162	8	(33)	151	240	8
Discontinued operations (CBAM)												
Profit/(loss) after tax	5	7	9	8	0	0	0	8	0	0	0	8
Profit on disposal of discontinued operations	39	44	50	6	0	2	14	8	0	2	14	8
Profit/(loss) from discontinued operations⁵	45	50	59	6	0	2	14	8	0	2	14	8
Banking												
Income	714	731	745	8	709	742	768	8	731	770	816	8
Expenses	(434)	(428)	(419)	8	(443)	(433)	(410)	8	(460)	(442)	(424)	8
Pre-provision profit	290	304	318	8	289	310	333	8	279	327	372	8
Impairment losses	(109)	(99)	(87)	8	(110)	(96)	(74)	8	(118)	(98)	(80)	8
Banking AOP	199	205	215	8	189	214	258	8	183	229	283	8
Winterflood												
Income	74	77	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	(1)	2	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)	(44)	(40)	8	(44)	(38)	(31)	8	(45)	(36)	(25)	8
Group (central functions) net expenses	(62)	(59)	(56)	8	(87)	(57)	(46)	8	(87)	(55)	(43)	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	59.7	67.6	7	60.1	69.4	82.3	7	59.9	79.8	106.1	7
Dividend per share ("DPS")	0.0	3.1	25.0	8	0.0	13.1	45.0	8	0.0	22.5	50.0	8
Common Equity Tier 1 ("CET1") ratio - transitional ⁸	10.2%	13.0%	14.3%	8	11.2%	12.1%	14.4%	8	10.8%	12.2%	15.1%	8
Banking metrics												
Net interest margin ("NIM")	7.2%	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	10,218	10,433	7	10,134	10,598	10,927	7	10,748	11,074	11,583	7

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) or Q1 25 Trading Update (on 21 November 2024).

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 motor finance commissions and the Court of Appeal's judgment, the averages of estimated impact are £207m for FY 2025 (Low:£92m; High:£450m; Number of analysts: 6), £188m for FY 2026 (Low:£92m; High:£250m; Number of analysts: 5) and £143m for FY 2027 (Low:£110m High:£175m; Number of analysts: 2). On the same basis, the average of total estimated impact between FY2025-FY2027 is £352m (Low:£150m; 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.

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The analysts' consensus is provided for information purposes only, for the convenience of our investors and analysts. Consensus figures are those as at 16 January 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.

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