

# Company-compiled consensus 1,2,3

As at 7th June 2024



	FY 2023 Actuals	FY 2024E Consensus				FY 2025E Consensus				FY 2026E Consensus			
		Low	Mean	High	# analysts	Low	Mean	High	# analysts	Low	Mean	High	# analysts
<b>Income statement</b>													
<b>Close Brothers Group plc ("CBG Total")</b>													
Income	933	947	<b>952</b>	959	9	950	<b>984</b>	1,007	9	1,006	<b>1,026</b>	1,044	9
Expenses	(615)	(701)	<b>(686)</b>	(675)	9	(746)	<b>(708)</b>	(668)	9	(784)	<b>(732)</b>	(694)	9
<b>Pre-provision profit</b>	<b>318</b>	<b>258</b>	<b>266</b>	<b>282</b>	<b>9</b>	<b>259</b>	<b>277</b>	<b>308</b>	<b>9</b>	<b>236</b>	<b>294</b>	<b>322</b>	<b>9</b>
Impairment losses	(204)	(103)	<b>(95)</b>	(89)	9	(107)	<b>(97)</b>	(86)	9	(111)	<b>(93)</b>	(76)	9
<b>CBG Total Adjusted operating profit ("AOP")</b>	<b>114</b>	<b>159</b>	<b>171</b>	<b>193</b>	<b>9</b>	<b>157</b>	<b>180</b>	<b>207</b>	<b>9</b>	<b>160</b>	<b>201</b>	<b>223</b>	<b>9</b>
<i>Adjusting item: estimated impact of the FCA's review of motor finance commission arrangements<sup>4</sup></i>	<i>na</i>	<i>(150)</i>	<i>(33)</i>	<i>0</i>	<i>9</i>	<i>(300)</i>	<i>(120)</i>	<i>0</i>	<i>9</i>	<i>(150)</i>	<i>(42)</i>	<i>0</i>	<i>9</i>
<b>CBG Total AOP including adjusting item</b>	<b>na</b>	<b>20</b>	<b>138</b>	<b>193</b>	<b>9</b>	<b>(121)</b>	<b>60</b>	<b>186</b>	<b>9</b>	<b>66</b>	<b>159</b>	<b>223</b>	<b>9</b>
<b>Banking</b>													
Income	714	727	<b>731</b>	739	9	695	<b>734</b>	760	9	719	<b>749</b>	796	9
Expenses	(390)	(441)	<b>(435)</b>	(428)	9	(463)	<b>(440)</b>	(401)	9	(482)	<b>(450)</b>	(403)	9
<b>Pre-provision profit</b>	<b>324</b>	<b>288</b>	<b>297</b>	<b>312</b>	<b>9</b>	<b>272</b>	<b>295</b>	<b>319</b>	<b>9</b>	<b>245</b>	<b>299</b>	<b>335</b>	<b>9</b>
Impairment losses	(204)	(103)	<b>(95)</b>	(89)	9	(107)	<b>(97)</b>	(86)	9	(111)	<b>(93)</b>	(76)	9
<b>Banking AOP</b>	<b>120</b>	<b>190</b>	<b>201</b>	<b>222</b>	<b>9</b>	<b>171</b>	<b>198</b>	<b>224</b>	<b>9</b>	<b>169</b>	<b>206</b>	<b>237</b>	<b>9</b>
<b>Close Brothers Asset Management ("CBAM")</b>													
Income	145	155	<b>157</b>	160	9	169	<b>176</b>	182	9	181	<b>193</b>	203	9
Expenses	(129)	(145)	<b>(143)</b>	(142)	9	(162)	<b>(155)</b>	(148)	9	(179)	<b>(165)</b>	(153)	9
<b>CBAM AOP</b>	<b>16</b>	<b>12</b>	<b>14</b>	<b>18</b>	<b>9</b>	<b>17</b>	<b>21</b>	<b>26</b>	<b>9</b>	<b>19</b>	<b>28</b>	<b>35</b>	<b>9</b>
<b>Winterflood</b>													
Income	75	69	<b>73</b>	78	9	81	<b>88</b>	101	9	86	<b>97</b>	113	9
Expenses	(72)	(78)	<b>(74)</b>	(69)	9	(85)	<b>(78)</b>	(73)	9	(91)	<b>(83)</b>	(75)	9
<b>Winterflood AOP</b>	<b>4</b>	<b>(2)</b>	<b>(0)</b>	<b>1</b>	<b>9</b>	<b>6</b>	<b>10</b>	<b>18</b>	<b>9</b>	<b>8</b>	<b>14</b>	<b>23</b>	<b>9</b>
<b>Group (central functions)<sup>5</sup></b>													
<b>Group (central functions) AOP</b>	<b>(26)</b>	<b>(48)</b>	<b>(44)</b>	<b>(40)</b>	<b>9</b>	<b>(75)</b>	<b>(49)</b>	<b>(39)</b>	<b>9</b>	<b>(66)</b>	<b>(48)</b>	<b>(38)</b>	<b>9</b>
<b>CBG Total metrics</b>													
Effective tax rate ("ETR")	26.7%	24.5%	<b>26.0%</b>	27.0%	9	14.7%	<b>26.5%</b>	45.0%	9	23.3%	<b>31.7%</b>	76.0%	9
Adjusted Earnings Per Share ("AEPS") <sup>6</sup>	55.1	71.5	<b>78.6</b>	94.4	9	64.2	<b>73.2</b>	80.0	7	67.3	<b>87.0</b>	107.6	8
Dividend Per Share ("DPS")	67.5	0.0	<b>0.0</b>	0.0	9	0.0	<b>23.9</b>	60.0	9	0.0	<b>33.9</b>	61.0	9
Common Equity Tier 1 ("CET1") ratio - transitional	13.3%	12.8%	<b>13.2%</b>	13.8%	7	10.6%	<b>12.4%</b>	13.6%	8	10.8%	<b>12.3%</b>	14.5%	8
<b>Banking metrics</b>													
Net Interest Margin ("NIM")	7.7%	7.4%	<b>7.4%</b>	7.5%	8	7.0%	<b>7.3%</b>	7.5%	8	7.0%	<b>7.3%</b>	7.4%	8
Bad debt ratio	2.2%	0.9%	<b>1.0%</b>	1.0%	9	0.8%	<b>1.0%</b>	1.1%	9	0.7%	<b>0.9%</b>	1.0%	9
Closing net loan book (including operating lease assets)	9,526	9,243	<b>10,042</b>	10,209	9	9,591	<b>10,218</b>	10,609	9	9,961	<b>10,550</b>	11,099	9

## 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 updated estimates from nine analysts, of which eight analysts have updated estimates following our Q3 24 Trading Update on 22 May 2024.

4 Average of estimates from nine analysts (where an adjusting item in relation to the FCA's review 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, the averages of estimated impact are £75m for FY 2024 (Low: £8m; High:£150m; Number of analysts: 4), £180m for FY 2025 (Low:£92m; High:£300m; Number of analysts: 6) and £125m for FY 2026 (Low:£100m; High:£150m; Number of analysts: 3). On the same basis, the average of total estimated impact between FY2024-FY2026 is £251m (Low: £150m; High:£350m; Number of analysts: 7). Estimates for the estimated impact of the FCA's review of motor finance commission arrangements vary considerably, for quantum, timing and tax treatment.

5 Group 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.

6 Adjusted Earnings Per Share exclude the analysts' estimated impact of the FCA's review of motor finance commission arrangements.

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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 7th June 2024, 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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