

UK Banks

More motor finance risk

Industry Overview

Reinforcing investor concerns

When the Financial Conduct Authority (FCA) launched its latest review into motor finance, our concern was that compensation cost estimates could escalate (<u>UK Banks: Motor finance uncertainty</u> report link), as was the case with payment protection insurance (PPI) which dragged on for almost a decade and ultimately cost 10x initial worst case expectations. We <u>downgraded Lloyds to Neutral</u> (report link) on this uncertainty. Recent update from the FCA reinforce this concern.

FCA approach increases the burden on lenders

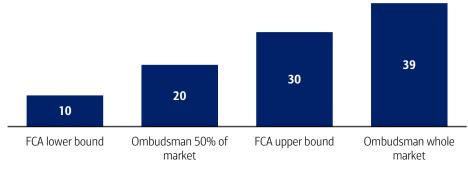
We'll still have to wait until Q3 for the outcome of the FCA's review. In the meantime, we expect negative newsflow as media campaigns and claims management company activities ramp up. Recent updates on the FCAs approach potentially place an increased burden on lenders, clarifying that claims should be considered on lending back to 2007 and requiring banks to consider claims even if they no longer hold the customer records (discussed in Bank of Ireland: UK motor costs. Otherwise intact report link).

Industry cost £10-39bn, Lloyds £1.2-3.6bn

Our previous estimate of industry cost was £1-13bn, with the worst case extrapolating recent ombudsman rulings on all UK motor finance lending back to 2013, the furthest we thought feasible under General Data Protection Regulation. We update our analysis to capture lending since 2007, with interest on overpayments compounding at 8% pa and administration costs 25% of compensation, resulting in a £10-39bn range for the industry (Exhibit 2). Applying this analysis to Lloyds suggests a £1.2-3.6bn range (Exhibit 1), we make no changes to our forecasts, continuing to factor in capacity for £2bn.

Exhibit 2: Motor finance review could cost the industry £10-39bn

Cost to UK motor finance providers (£bn)



Source: BofA Global Research estimates

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26 January 2024

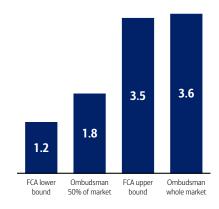
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Exhibit 1: Motor finance review could cost Lloyds £1.2-3.6bn

Cost to Lloyds (£bn)



Source: BofA Global Research estimates

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Objective Basis/Risk on page 2.

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Exhibit 3: Stocks mentioned

Prices and ratings for stocks mentioned in this report

BofA Ticker	Bloomberg ticker	Company name	Price	Rating
LLDTF	LLOY LN	Lloyds Banking Group	41.525p	B-2-7
LYG	LYG US	Lloyds Banking Group	US\$ 2.12	B-2-7

Source: BofA Global Research

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Price objective basis & risk

Lloyds Banking Group (LLDTF / LYG)

We value Lloyds using a Gordon Growth methodology using 2026E as a base year and a 13% CoE. We add to this valuation the present value of our forecast dividends and share buybacks through to 2026E discounted at the cost of equity. This is then cross checked against sector PE multiples and our economic scenarios analysis to arrive at our PO of 52p (\$2.64).

Downside risks to our price objective are weaker earnings than anticipated from higher impairment losses if the UK economy performs worse than we presently expect, a weaker interest rate outlook, tougher regulation and/or increased competition. Upside risks are stronger UK growth fewer interest rate cuts, a more constructive pricing environment and lower conduct costs.

Analyst Certification

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EMEA - Banks Coverage Cluster

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
BUY				
	Allied Irish Banks	AIBRF	AIBG ID	Alastair Ryan
	Bank of Ireland Group	XBOIF	BIRG ID	Alastair Ryan
	BFF Banking Group	XBBZF	BFF IM	Antonio Reale
	BNP Paribas	BNPQF	BNP FP	Tarik El Mejjad
	BNP Paribas	BNPQY	BNPQY US	Tarik El Mejjad
	CaixaBank	CIXPF	CABK SQ	Antonio Reale
	Credit Agricole	CRARF	ACA FP	Tarik El Mejjad
	Danske Bank	DNSKF	DANSKE DC	Tarik El Mejjad
	Erste Bank	EBKOF	EBS AV	Alastair Ryan
	Erste Bank	EBKDY	EBKDY US	Alastair Ryan
	HSBC	XHSBF	5 HK	Alastair Ryan
	HSBC	HBCYF	HSBA LN	Alastair Ryan
	HSBC -A	HSBC	HSBC US	Alastair Ryan
	Intesa Sanpaolo	IITSF	ISP IM	Antonio Reale
	Intesa Sanpaolo	ISNPY	ISNPY US	Antonio Reale
	KBC Group	KBCSF	KBC BB	Tarik El Mejjad
	KBC Group NV	KBCSY	KBCSY US	Tarik El Mejjad
	NatWest Group	RBSPF	NWG LN	Rohith Chandra-Rajan
	Natwest Group PLc	NWG	NWG US	Rohith Chandra-Rajan
	Nordea	NBNKF	NDA FH	Tarik El Mejjad
	Nordea	XSABF	NDA SS	Tarik El Mejjad
	Nordea Bank Abp	NRDBY	NRDBY US	Tarik El Mejjad
	Santander	SAN	SAN US	Antonio Reale
	Santander	BCDRF	SAN SQ	Antonio Reale
	Societe Generale	SCGLF	GLE FP	Tarik El Mejjad
	Societe Generale	SCGLY	SCGLY US	Tarik El Mejjad
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	Unicredit	UNCRY	UNCRY US	Antonio Reale
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	Banco BPM	BNCZF	BAMIIM	Antonio Reale
	Bankinter	BKIMF	BKT SQ	Antonio Reale
	BBVA	BBVXF	BBVA SQ	Antonio Reale
	Handelsbanken	SVNLF	SHBA SS	Tarik El Mejjad
	ING Groep NV	ING	ING US	Tarik El Mejjad
	ING Groep NV	INGVF	INGA NA	Tarik El Mejjad
	Lloyds Banking Group	LLDTF	LLOY LN	Rohith Chandra-Rajan
	Lloyds Banking Group	LYG	LYG US	Rohith Chandra-Rajan
	Monte dei Paschi	BMDPF	BMPS IM	Antonio Reale
	Raiffeisen Bank International	RAIFF	RBI AV	Alastair Ryan
	StanChart	SCBFF	STAN LN	Alastair Ryan
	StanChart	XCHBF	2888 HK	Alastair Ryan
	Svenska Handelsbanke	SVNLY	SVNLY US	Tarik El Mejjad
	UBS	XUHJF	UBSG SW	Alastair Ryan
	UBS	UBS	UBS US	Alastair Ryan
UNDERPERFORM				
UNDERFERFURM	Panco Cabadell	DNDCE	CARCO	Antonio Doole
	Banco Sabadell	BNDSF BCLYF	SAB SQ	Antonio Reale
	Barclays Barclays	BCS	BARC LN	Rohith Chandra-Rajan
	,		BCS US	Rohith Chandra-Rajan
	Commerzbank Deutsche Bank	CRZBF DB	CBK GY DB US	Rohith Chandra-Rajan
		XDUSF	DBK GY	Rohith Chandra-Rajan
	Deutsche Bank DNB			Rohith Chandra-Rajan Tarik El Mejjad
	DNB ASA	DNBBF DNBBY	DNB NO DNBBY US	
	Mediobanca			Tarik El Mejjad
		MDIBF	MB IM	Antonio Reale
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	Swedbank			Tarik El Mejjad
	Swedbank Swedbank AB	SWDBF SWDBY	SWEDA SS SWDBY US	Tarik El Mejjad
	Virgin Money UK PLC	CBBYF	AMAK FN SMDRA 02	Tarik El Mejjad
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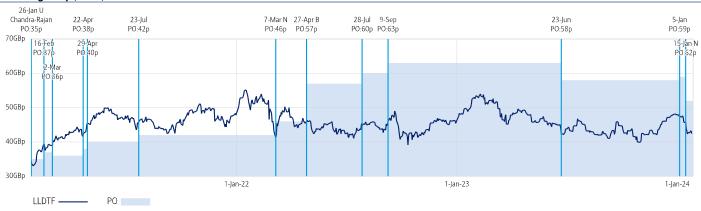
EMEA - Banks Coverage Cluster

Investment rating Company BofA Ticker Bloomberg symbol Analyst

Disclosures

Important Disclosures

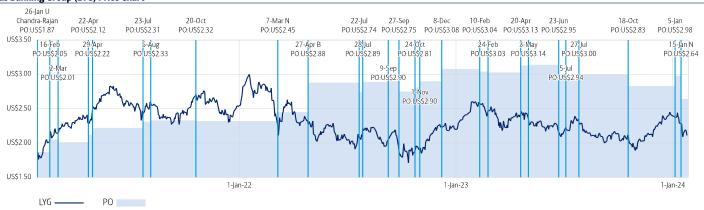
Lloyds Banking Group (LLDTF) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

The Investment Opinion System is contained at the end of the report under the heading "Fundamental Equity Opinion Key". Dark grey shading indicates the security is restricted with the opinion suspended. Medium grey shading indicates the security is under review with the opinion withdrawn. Light grey shading indicates the security is not covered. Chart is current as of a date no more than one trading day prior to the date of the report.

Lloyds Banking Group (LYG) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

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Equity Investment Rating Distribution: Banks Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	100	49.75%	Buy	84	84.00%
Hold	54	26.87%	Hold	41	75.93%
Sell	47	23.38%	Sell	35	74.47%

Equity Investment Rating Distribution: Global Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	1895	53.62%	Buy	1083	57.15%
Hold	832	23.54%	Hold	454	54.57%
Sall	807	22.84%	امکا	383	17.16%

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Investment rating Total return expectation (within 12-month period of date of initial rating) Ratings dispersion guidelines for coverage cluster^{R2}

 Buy
 ≥ 10%
 ≤ 70%

 Neutral
 ≥ 0%
 ≤ 30%

 Underperform
 N/A
 ≥ 20%

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