

Lloyds Banking Group

4Q23 – reassuring on capital return and motor finance

Maintain Rating: NEUTRAL | PO: 52.00 GBp | Price: 43.29 GBp

Distributions and remediation provision

We believe that Lloyds has done as much as it can to reassure the market of its resilience to motor finance remediation risks, raising a provision, delivering on capital distributions and reiterating near term capital planning targets. RoTE targets also remain intact but we expect the market to focus on weaker Q4 revenues and below consensus 2024 margin guidance on somewhat less conservative assumptions than peers. Motor finance reassurance should help today, but we think regulatory clarity is needed for the stock to sustainably re-rate to reflect business performance and stay Neutral.

04 mixed - income miss, remediation and releases

£1,234m profit after tax is 14% better than consensus. Income is 4% light after a step up in operating lease depreciation and a faster margin attrition. Costs are 17% worse than consensus but include a £450m motor finance remediation provision and this is more than offset by a £0.5bn provision release. A 13.8% CET1 ratio is 10bp below consensus and tangible book value grew 6% QoQ to 50.8p (Exhibit 1.)

Reassuring on capital distributions and motor finance

Lloyds has raised a £450m provision for motor finance, not far off our £500m expectation. It has also announced a £2bn share buyback and in line dividend, reiterated plans to pay down to a 13.5% CET1 ratio in 2024 and now expected to reduce to 13% by 2026. That extra 50bp is another £1.1bn of motor finance provisions or distributions.

Lower margin, maintaining RoTE guidance

Margin decline accelerated to 10bp in Q4, from 6bp in Q3. 2024 guidance has moved from <3% to >2.9% (assuming three rate cuts) and compares to our 2.90% estimate and 2.96% consensus. This nets off against new < 30bp provision charge guidance. Costs ex remediation are now expected at £9.3bn, in line with consensus (up from £9.2bn). Expectations for a 13% RoTE in 2024 and > 15% in 2026 are reiterated.

| Estimates (Dec) (GBp) | 2021A | 2022A | 2023E | 2024E | 2025E |
|------------------------------|-------|--------|--------|--------|-------|
| Net Profit (£m) | 5,355 | 5,021 | 4,828 | 4,249 | 4,618 |
| EPS (Adjusted) | 8.38 | 7.89 | 7.89 | 7.15 | 8.16 |
| Dividend / Share | 2.00 | 2.40 | 2.90 | 3.20 | 3.50 |
| Adjusted NAV PS | 56.4 | 51.0 | 49.1 | 54.4 | 61.5 |
| ADR EPS (Adjusted - US\$) | 0.46 | 0.39 | 0.40 | 0.36 | 0.41 |
| ADR Dividend / Shares (US\$) | 0.11 | 0.12 | 0.15 | 0.16 | 0.18 |
| Valuation (Dec) | | | | | |
| P/E | 5.23 | 5.55 | 5.56 | 6.13 | 5.38 |
| EPS Change (YoY) | 243% | -5.80% | -0.07% | -9.35% | 14.1% |
| Price / BV | 0.65x | 0.69x | 0.70x | 0.63x | 0.56x |
| Price / NAV | 0.77x | 0.85x | 0.88x | 0.80x | 0.70x |
| Net Yield | 4.62% | 5.54% | 6.70% | 7.39% | 8.09% |
| DPS Change (YoY) | 251% | 20.0% | 20.8% | 10.3% | 9.38% |
| Price / GOP | 5.05x | 3.37x | 3.44x | 3.40x | 2.96x |

22 February 2024

Equity

Rohith Chandra-Rajan >> Research Analyst MLI (UK) +44 20 7996 8495 rohith.chandra-rajan@bofa.com

Alastair Ryan >> Research Analyst MLI (UK) +44 20 7996 4806 alastair.ryan@bofa.com

Stock Data

Price (Common / ADR) 43.29 GBp / 2.13 USD Price Objective 52.00 GBp / 2.62 USD Date Established 15-Jan-2024/9-Feb-2024 Investment Opinion B-2-7 / B-2-7 52-Week Range 39.55 GBp-52.94 GBp Market Value (mn) 31,145 GBP Shares Outstanding (mn) 71.944.0 / 17.986.0 Average Daily Value (mn) 54.05 USD Free Float 99.9% BofA Ticker / Exchange LLDTF / LSE BofA Ticker / Exchange LYG / NYS Bloomberg / Reuters LLOY LN / LLOY.L ROE (2023E) 11.9% ESGMeter™ High

ESGMeter is not indicative of a company's future stock price performance and is not an investment recommendation or rating. ESGMeter is independent of BofA Global Research's equity investment rating, volatility risk rating, income rating, and price objective for that company. For full details, refer to "BofA ESGMeter Methodology".

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Refer to important disclosures on page 6 to 9. Analyst Certification on page 4. Price
Objective Basis/Risk on page 4.

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iQprofile[™] Lloyds Banking Group

| Key Income Statement Data (Dec) | 2021A | 2022A | 2023E | 2024E | 2025E |
|--|----------|---------|----------|----------|----------|
| (£ Millions) | IFRS | IFRS | IFRS | IFRS | IFRS |
| Net Interest Income | 11,163 | 13,172 | 13,813 | 12,859 | 13,356 |
| Net Fee Income | 1,423 | 1,503 | 1,774 | 1,809 | 1,845 |
| Securities Gains / (Losses) | NA | NA | NA | NA | NA |
| Other Income | 3,637 | 3,746 | 3,339 | 3,713 | 4,082 |
| Total Non-Interest Income | 5,060 | 5,249 | 5,113 | 5,522 | 5,927 |
| Total Operating Income | 16,223 | 18,421 | 18,926 | 18,381 | 19,283 |
| Operating Expenses | (10,072) | (9,463) | (10,625) | (10,408) | (10,559) |
| Pre-Provision Profit | 6,151 | 8,958 | 8,300 | 7,973 | 8,724 |
| Provisions Expense | 1,385 | (1,510) | (633) | (1,178) | (1,424) |
| Operating Profit | 7,536 | 7,448 | 7,667 | 6,794 | 7,300 |
| Non-Operating Items | (634) | (520) | (400) | (220) | (220) |
| Pre-Tax Income | 6,902 | 6,928 | 7,267 | 6,574 | 7,080 |
| Net Income to sh/holders | 5,355 | 5,021 | 4,828 | 4,249 | 4,618 |
| Adjusted Cash Earnings | 5,945 | 5,435 | 5,141 | 4,423 | 4,793 |
| Key Balance Sheet Data | | | | | |
| Total Assets | 886,525 | 877,829 | 892,098 | 897,794 | 907,422 |
| Average Interest Earning Assets | 439,800 | 448,300 | 452,749 | 454,365 | 458,698 |
| Risk Weighted Assets | 195,967 | 210,859 | 217,957 | 222,168 | 226,214 |
| Total Gross Customer Loans | 507,140 | 504,282 | 501,288 | 505,745 | 515,252 |
| Total Customer Deposits | 507,469 | 523,927 | 518,537 | 518,537 | 524,868 |
| Tier 1 Capital | 36,594 | 34,036 | 36,451 | 36,952 | 37,369 |
| Tangible Equity | 40,495 | 34,539 | 31,516 | 33,276 | 35,691 |
| Common Shareholders' Equity | 47,011 | 41,980 | 39,450 | 41,451 | 43,985 |
| Key Metrics | | | | | |
| Net Interest Margin | 2.51% | 2.91% | 3.05% | 2.82% | 2.89% |
| Tier 1 Ratio | 18.7% | 16.1% | 16.7% | 16.6% | 16.5% |
| Effective Tax Rate | 14.7% | 19.8% | 26.0% | 27.0% | 27.0% |
| Loan / Assets Ratio | 56.8% | 56.9% | 55.6% | 55.9% | 56.3% |
| Loan / Deposit Ratio | 99.2% | 95.4% | 95.7% | 96.8% | 97.4% |
| Oper Leverage (Inc Growth - Cost Growth) | -7.72% | 19.6% | -9.54% | -0.84% | 3.46% |
| Gearing (Assets / Equity) | 18.9x | 20.9x | 22.6x | 21.7x | 20.6x |
| Tangible Equity / Assets | 4.57% | 3.93% | 3.53% | 3.71% | 3.93% |
| Tangible Equity / RWAs | 20.7% | 16.4% | 14.5% | 15.0% | 15.8% |
| Business Performance | 20.770 | 10.170 | 1 113 70 | 15.0 70 | 13.0 70 |
| Revenue Growth | C 120/ | 12 Fn/ | 2.74% | -2.88% | 4.91% |
| | 6.12% | 13.5% | | | |
| Operating Expense Growth | 13.8% | -6.05% | 12.3% | -2.04% | 1.45% |
| Provisions Expense Growth | -133% | -209% | -58.1% | 86.2% | 20.8% |
| Operating Revenue / Average Assets | 0.86% | 0.84% | 0.87% | 0.76% | 0.81% |
| Operating Expenses / Average Assets Pre-Provision ROA | -1.15% | -1.07% | -1.20% | -1.16% | -1.17% |
| | 0.70% | 1.02% | 0.94% | 0.89% | 0.97% |
| ROA | 0.61% | 0.57% | 0.55% | 0.47% | 0.51% |
| Pre-Provision ROE | 13.6% | 20.1% | 20.4% | 19.7% | 20.4% |
| ROE | 11.9% | 11.3% | 11.9% | 10.5% | 10.8% |
| RoTE | 15.4% | 14.5% | 15.6% | 13.7% | 13.9% |
| RoRWAs | 2.98% | 2.67% | 2.40% | 2.01% | 2.14% |
| Dividend Payout Ratio | 23.9% | 30.4% | 36.8% | 44.7% | 42.9% |
| Efficiency Ratio (Cost / Income Ratio) | 62.1% | 51.4% | 56.1% | 56.6% | 54.8% |
| Quality of Earnings | | | | | |
| Total Non-Interest Inc / Operating Inc | 31.2% | 28.5% | 27.0% | 30.0% | 30.7% |
| Market-Related Revenue / Total Revenues | 0% | 0% | 0% | 0% | 0% |
| Provisioning Burden as % of PPP | -22.5% | 16.9% | 7.62% | 14.8% | 16.3% |
| NPLs plus Foreclosed Real Estate / Loans | 1.28% | 1.53% | 1.61% | 1.59% | 1.56% |
| Loan Loss Reserves / NPLs | 59.3% | 59.1% | 62.5% | 50.0% | 50.0% |
| Loan Loss Reserves / Total Loans | 0.76% | 0.90% | 1.01% | 0.80% | 0.78% |
| Provisions Expense / Average Loans | -0.28% | 0.30% | 0.13% | 0.24% | 0.28% |

Company Sector

Banks-Retail

Company Description

A wide range of banking activities including personal and corporate lending, life assurance, general insurance, private banking and investment management. The majority of the group's assets and profits are located in and earned in the UK.

Investment Rationale

More normal interest rates and a strategic focus on increasing customer wallet share are positives and should sustain a low-mid teens RoTE even with significant mortgage and deposit pricing pressure. A combination of strong profitability and limited capital consumption from volume growth should support an ongoing capital distribution yield in the low-mid teens. This is an attractive combination but uncertainty on the scale of remediation costs likely holds back a re-rating.

| Stock Data | |
|---------------------|------|
| Shares / ADR | 4.00 |
| Price to Book Value | 0.7x |

2022 2023 H1 3.78A 4.09A

4.05A

Half-yearly Earnings Estimates

H2



3.74A

Exhibit 1: Lloyds 4Q23 performance
14% beat, weaker income, significant motor finance provision, large provision release

| | 4Q22 | 1Q23 | 2Q23 | 3Q23 | | 4Q23 | | | 4Q2 | 23 vs | |
|---|---------|---------|---------|---------|---------|---------|---------|--------|--------|--------|--------|
| | | | | | Act | Cons | BofA | Cons | BofA | 4Q22 | 3Q23 |
| <u>P&L (£m)</u> | | | | | | | | | | | |
| Net interest income | 3,643 | 3,535 | 3,469 | 3,444 | 3,317 | 3,368 | 3,365 | -2% | -1% | -9% | -4% |
| Other income | 1,128 | 1,257 | 1,281 | 1,299 | 1,286 | 1,295 | 1,276 | -1% | 1% | 14% | -1% |
| Operating lease depreciation | (78) | (140) | (216) | (229) | (371) | (234) | (245) | 59% | 51% | 376% | 62% |
| Total income | 4,693 | 4,652 | 4,534 | 4,514 | 4,232 | 4,429 | 4,396 | -4% | -4% | -10% | -6% |
| Operating costs | (2,512) | (2,023) | (2,243) | (2,241) | (2,486) | (2,442) | (2,457) | 2% | 1% | -1% | 11% |
| Remediation | (10) | (166) | (51) | (64) | (541) | (152) | (550) | 256% | -2% | 5310% | 745% |
| Total costs | (2,522) | (2,189) | (2,294) | (2,305) | (3,027) | (2,594) | (3,007) | 17% | 1% | 20% | 31% |
| Gross operating profit | 2,171 | 2,463 | 2,240 | 2,209 | 1,205 | 1,835 | 1,388 | -34% | -13% | -44% | -45% |
| Impairment | (465) | (243) | (419) | (187) | 541 | (126) | 216 | -529% | 150% | -216% | -389% |
| Underlying PBT | 1,706 | 2,220 | 1,821 | 2,022 | 1,746 | 1,709 | 1,604 | 2% | 9% | 2% | -14% |
| Restructuring | (11) | (12) | (13) | (44) | (85) | (17) | (11) | - | - | - | - |
| Volatility and other items | (638) | 52 | (198) | (120) | 114 | (42) | (54) | - | - | - | - |
| Statutory PBT | 1,057 | 2,260 | 1,610 | 1,858 | 1,775 | 1,650 | 1,539 | 8% | 15% | 68% | -4% |
| Tax | (75) | (619) | (387) | (438) | (541) | (563) | (446) | - | - | - | - |
| Profit after tax | 982 | 1,641 | 1,223 | 1,420 | 1,234 | 1,087 | 1,094 | 14% | 13% | 26% | -13% |
| Key metrics | | | | | | | | | | | |
| Ordinary dividend (p) | 1.60 | 0.00 | 0.92 | 0.00 | 1.84 | 1.84 | 1.98 | 0% | -7% | - | - |
| Share buyback (£bn) | 2,000 | 0 | 0 | 0 | 2,000 | 2,184 | 2,000 | - | - | - | - |
| Banking net interest margin | 3.22% | 3.22% | 3.14% | 3.08% | 2.98% | 3.01% | 3.02% | -0.03% | -0.04% | -0.24% | -0.10% |
| Average interest earning banking assets (£bn) | 454 | 454 | 453 | 453 | 453 | 452 | 453 | 0% | 0% | 0% | 0% |
| Cost: income ratio | 53.7% | 47.1% | 50.6% | 51.1% | 71.5% | 58.6% | 68.4% | 13.0% | 3.1% | 17.8% | 20.5% |
| Asset quality ratio | 0.40% | 0.21% | 0.37% | 0.16% | -0.47% | 0.09% | -0.19% | -0.56% | -0.28% | -0.87% | -0.63% |
| CET1 ratio | 14.2% | 14.1% | 14.2% | 14.6% | 13.7% | 13.8% | 14.1% | -0.1% | -0.4% | -0.5% | -0.9% |
| Risk weighted assets | 211 | 211 | 215 | 218 | 219 | 218 | 218 | 1% | 1% | 4% | 1% |
| TNAV per share (p) | 46.5 | 49.5 | 45.7 | 48.1 | 50.8 | 49.2 | 50.1 | 3% | 1% | 9% | 6% |

Source: Company reports, company compiled consensus, BofA Global Research estimates

BofA GLOBAL RESEARCH



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 (\$2.62).

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

I, Rohith Chandra-Rajan, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject securities and issuers. I also certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or view expressed in this research report.

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 |
| | Unicredit | UNCFF | UCG IM | Antonio Reale |
| | Unicredit | UNCRY | UNCRY US | Antonio Reale |
| NEUTRAL | | | | |
| | ABN AMRO | ABMRF | ABN NA | Tarik El Mejjad |
| | Banco Bilbao Vizcaya Argentaria | BBVA | BBVA US | Antonio Reale |
| | Banco BPM | BNCZF | BAMI IM | 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 |

EMEA - Banks Coverage Cluster

| Investment rating | Company | BofA Ticker | Bloomberg symbol | Analyst |
|-------------------|-------------------------------|-------------|------------------|----------------------|
| | 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 | | | | |
| | Banco Sabadell | BNDSF | SAB SQ | Antonio Reale |
| | Barclays | BCLYF | BARC LN | Rohith Chandra-Rajan |
| | Barclays | BCS | BCS US | Rohith Chandra-Rajan |
| | Commerzbank | CRZBF | CBK GY | Rohith Chandra-Rajan |
| | Deutsche Bank | DB | DB US | Rohith Chandra-Rajan |
| | Deutsche Bank | XDUSF | DBK GY | Rohith Chandra-Rajan |
| | DNB | DNBBF | DNB NO | Tarik El Mejjad |
| | DNB ASA | DNBBY | DNBBY US | Tarik El Mejjad |
| | Mediobanca | MDIBF | MB IM | Antonio Reale |
| | Permanent TSB | ILPMF | PTSB ID | Alastair Ryan |
| | Poste Italiane | PITAF | PST IM | Antonio Reale |
| | SEB | SVKEF | SEBA SS | Tarik El Mejjad |
| | Swedbank | SWDBF | SWEDA SS | Tarik El Mejjad |
| | Swedbank AB | SWDBY | SWDBY US | Tarik El Mejjad |
| | Virgin Money UK PLC | CBBYF | VMUK LN | Rohith Chandra-Rajan |
| | Virgin Money UK PLC | CYBBF | VUK AU | Rohith Chandra-Rajan |
| | | 2.00 | | |

IQmethod[™] Measures Definitions

| Business Performance | Numerator | Denominator |
|-----------------------------|---|--|
| Return On Capital Employed | NOPAT = (EBIT + Interest Income) × (1 - Tax Rate) + Goodwill Amortization | Total Assets — Current Liabilities + ST Debt + Accumulated Goodwill Amortization |
| Return On Equity | Net Income | Shareholders' Equity |
| Operating Margin | Operating Profit | Sales |
| Earnings Growth | Expected 5 Year CAGR From Latest Actual | N/A |
| Free Cash Flow | Cash Flow From Operations — Total Capex | N/A |
| Quality of Earnings | Numerator | Denominator |
| Cash Realization Ratio | Cash Flow From Operations | Net Income |
| Asset Replacement Ratio | Capex | Depreciation |
| Tax Rate | Tax Charge | Pre-Tax Income |
| Net Debt-To-Equity Ratio | Net Debt = Total Debt - Cash & Equivalents | Total Equity |
| Interest Cover | EBIT | Interest Expense |
| Valuation Toolkit | Numerator | Denominator |
| Price / Earnings Ratio | Current Share Price | Diluted Earnings Per Share (Basis As Specified) |
| Price / Book Value | Current Share Price | Shareholders' Equity / Current Basic Shares |
| Dividend Yield | Annualised Declared Cash Dividend | Current Share Price |
| Free Cash Flow Yield | Cash Flow From Operations – Total Capex | Market Cap = Current Share Price × Current Basic Shares |
| Enterprise Value / Sales | EV = Current Share Price × Current Shares + Minority Equity + Net Debt + | Sales |
| | Other LT Liabilities | |

Basic EBIT + Depreciation + Amortization Enterprise Value Manethod 346 is the set of BofA Global Research standard measures that serve to maintain global consistency under three broad headings: Business Performance, Quality of Earnings, and validations. The key features of iQmethod are: A consistently structured, detailed, and transparent methodology. Guidelines to maximize the effectiveness of the comparative valuation process, and to identify some common pitfalls.

Redatabase is our real-time global research database that is sourced directly from our equity analysts' earnings models and includes forecasted as well as historical data for income statements, balance sheets, and cash flow statements for companies covered by BofA Global Research.

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EV / EBITDA

Disclosures

Important Disclosures

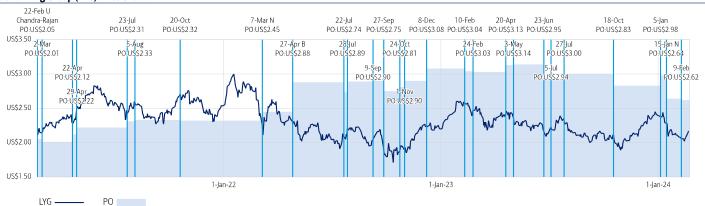
Lloyds Banking Group (LLDTF) Price Chart



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% |
| Sell | 807 | 22.84% | Sell | 383 | 47.46% |

R1 Issuers that were investment banking clients of BofA Securities or one of its affiliates within the past 12 months. For purposes of this Investment Rating Distribution, the coverage universe includes only stocks. A stock rated Neutral is included as a Hold, and a stock rated Underperform is included as a Sell.



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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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