# EXHIBIT 67 [Filed Under Seal]



Europe Equity Research 20 February 2008



### **Barclays**

#### 2007 FY Results - As Good As Could Be Expected

- Barclays reported reasonably solid results given the current backdrop. PBT was £7.1bn, slightly ahead of their consensus of £7.0bn but a touch lower than JPM estimates of £7.2bn. Basic EPS was 68.9p and DPS was 34.0p. Above all writedowns were only £1.6bn and management's tone on the conference call assuaged some of the market's concerns around this area.
- Economic profit targets look challenging. Barclays announced a new cumulative Economic Profit (EP) target of £9.3bn-£10.6bn between 2008E and 2011E giving a CAGR of 5-10%. As a reference Barclays reported £2.3bn in 2007. We think this looks challenging given the need to grow profits in a tough operating environment particularly when we think the level of equity backing the asset base will be increased, meaning capital charges at 10.5% of equity are likely to move up materially relative to profits. Nevertheless it does suggest that management remains considerably more bullish on the earnings outlook than most investors.
- Remains a Neutral with a Dec 08E SOTP PT of 570p. Although we think Barclays' risk management is probably the best of the UK banks and the business mix second to only HSBC, we also think balance sheet reduction will impinge on profitability going forwards. With investment banking also in the doldrums, material earnings growth is likely to be hard to come by. Key risks to our estimates are the possibility of further significant writedowns at BarCap and declining asset quality in UK banking.

Barclays Plc (BARC.L;BARC LN)

	2007A	2008E	2008E	2009E	2009E
		(Old)	(New)	(Old)	(New)
Adj. EPS FY (p)	63.54	66.57	66.55	67.35	66.47
Adj P/E FY	7.5	7.2	7.2	7.1	7.2
Headline EPS FY (p)	68.91	68.84	68.85	69.63	68.76
Headline P/E FY	6.9	6.9	6.9	6.9	6.9
Dividend (Net) FY (p)	31	32	34	32	34
NAV/Sh FY (p)	253.9	257.4	286.8	293.3	319.7
P/NAV FY	1.9	1.9	1.7	1.6	1.5
Pretax Profit Adjusted	5,813	7,201	7,086	7,407	7,215
FY (£ mn)					
Net Attributable Income	4,417	4,533	4,427	4,613	4,449
FY (£ mn)					

Source: Company data, Reuters, JPMorgan estimates.

#### Neutral

#### 477p

19 February 2008 Price Target: 570p

#### Banks

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#### Price Performance



Our forecast changes are detailed in Table 2, p2.

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19 Feb 08
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Dec
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### **Economic Capital**

Barclays announced a new economic profit target of a cumulative total of £9.3bn - £10.6bn between 2008 and 2011, representing an annual growth of 5-10%. We think this looks like an extremely challenging goal, given the fact that the bank is likely to be deleveraging and therefore increasing the relative cost of its capital charge over this period, as its equity increases. We also anticipate it simultaneously reporting flat earnings. Nevertheless it does also indicate that management is probably still much more bullish than the stock market on the earnings outlook.

Using our published net income estimates out to 2010E implies that 2011 would require more than double 2010E EP as depicted in the table below.

Table 1: Barclays Economic Capital Progression  $\mathfrak L$  million

	2004	2005	2006	2007	2008E	2009E	2010E /	2011E
Stated net profit	3,254	3,447	4,571	4,417	4,427	4,449	4,816	
Amortisation of acquired intangibles	6	29	83	137	137	137	137	
Profit for economic purposes	3,260	3,476	4,654	4,554	4,564	4,586	4,953	
Capital charge rate	9.5%	9.5%	9.5%	9.5%	10.5%	10.5%	10.5%	
Economic capital	17,800	18,150	20,500	23,800	25,700	27,900	30,300	
Capital charge	-1,691	-1,724	-1,948	-2,264	-2,699	-2,930	-3,182	
Economic profit	1,569	1,752	2,707	2,290	1,865	1,656	1,771	4,007
Growth		12%	55%	-15%	-19%	-11%	7%	
Cumulative total 2008-2011E					1,865	3,521	5,293	9,300

Source: JPMorgan estimates, Company data.

### Changes to Estimates

Table 2: Summary of Changes to Key Estimates

	2008E	2009E	2010E
New basic EPS (p)	68.8	68.8	74.0
EPS growth (%)	-0.1%	-0.1%	7.6%
Old basic EPS (p)	68.8	69.6	<b>75</b> .1
% difference	0.1%	-1.2%	-1.5%
New diluted ongoing EPS (p) EPS growth (%) Old diluted ongoing EPS (p) % difference	66.5 4.7% 66.6 -0.1%	66.5 -0.1% 67.3 -1.2%	71.6 7.7% 72.7 -1.6%
New normalised EPS (p)	65.3	67.4	74.3
EPS growth (%)	1.2%	3.2%	10.2%
Old normalised EPS (p)	58.7	62.7	66.1
% difference	11.2%	7.5%	12.4%
New DPS (p)	34.0	34.0	35.4
DPS growth (%)	7.1%	7.1%	7.4%
Old DPS (p)	32.0	32.1	31.9
% difference	6.2%	5.9%	10.9%

Source: JPMorgan estimates.



### Valuation

Our Dec 08E target price of 570p is based on our sum-of-the-parts analysis as shown in Table 3.

Table 3: Barclays 2009E SOTP £ million, p

	Earnings	Value	Valuation basis	Value per share	P/E (x)	P/BV (X)
UK Banking	1,898	14,501		218	7.6	2.1
o.w. Retail banking	857	6,313	RoE - g/CoE - g	95	7.4	2.5
o.w. Business banking	1,041	8,188	RoE - g/CoE - g	123	7.9	1.9
Barclays Capital	1,025	11,713	RoE - g/CoE - g	176	11.4	1.0
BGI	760	10,636	PE	160	14.0	
Wealth Management	366	4,840	RoE - g/CoE - g	73	13.2	7.5
Barclaycard	502	3,554	RoE - g/CoE - g	53	7.1	1.7
International	1,051	10,023	, ,	151	9.5	2.0
Underlying core earnings	5,601	55,267		831	9.9	2.1
Corporate activities	-370	-1,124	PE / BV	-17	3.0	
Capital excess / shortfall	-783	-16,057	BV	-242	20.5	
Total Barclays Group	4,449	38,086		573	8.6	2.1
Adjusted discount factor	'	,		1.00		
Target price		38,086		570	8.6	2.1

Source: JPMorgan estimates

#### Risks to our rating and price target

Key risks are the possibility of further significant writedowns at BarCap and declining asset quality in UK banking. Risks to the upside are a recovery in credit markets, reducing funding costs and helping the investment banking environment and also material progress in the US roll out and domestic restructuring.

### Key Points From the Conference Call

Barclays did a reasonable job at their presentation in our view and managed to fend off some of the questions on both the size of write-downs and capital.

#### Outlook for BarCap

Bob Diamond remained as enthusiastic as ever, playing up the opportunity to enter the top tier in the US now that other players are retrenching. He admitted H108 will remain extremely challenging and they do not believe the rest of the world can decouple from the US. They are not speculating over a US recession but more how deep and long the downturn will be. Their assumption for the time being is that it will be shorter than usual and they expect a rebound into H208.

On more specific items, the gain on their debt of £658m has not been put through to individual product lines but the £514m of amortisation has been split predominantly in interest rates, equity and emerging markets.

#### Writedowns taken at YE07

They did not feel the need to make a further market statement on new marks at this stage. The £24.7bn of unobservable assets have been predominantly disclosed in their breakdown of assets. Finally once the subordination, hedges and writedowns has been taken into account their CDO exposures were marked down 72%. While this sounds comforting if you are looking at an asset that is practically worthless



(such as mezzanine home equity ABS) then it is important to remember that 28% of 0 is still 0.

#### Leverage of balance sheet

There were several questions on balance sheet leverage. Management admitted they have geared the balance sheet in the past but feel comfortable with the current level at 5.0% equity to RWAs. They expect RWA growth to slowdown materially but maintained their 5.25% core Tier 1 ratio as a target. Our view is that in the current funding environment much of the balance sheet use for revenues streams such as negative basis trades are no longer profitable, which is naturally likely to lead to a reduction in total assets.

### Summary of the Results

#### Key divisional highlights:

- Retail net interest income was 5.8% ahead of our estimates and insurance
  premiums were also £72m ahead of our estimates. Costs were 5% ahead although
  provisions were 4% lower giving overall PBT 7% ahead of our £1,199m estimate
  at £1,282m.
- UK Commercial was 4% below our estimate before exceptionals. Revenues and provisions were in-line but costs were 5% higher than we had expected to give PBT of £1,371m.
- Barclays Capital was ahead driven both by fees and commissions but also by trading income. Overall the division reported £2,335m (JPM £2,240m).
- BGI was 11.2% light with revenues 2% below our estimate at £1,926m and costs 5% above our estimate at £1,192m.
- Wealth was 8% below our expectations with revenue in-line but costs 2% higher than we anticipated.
- International was light relative to our estimates with revenues in-line, costs 2% higher and provisions 20% higher, although admittedly still small in absolute terms at £252m, giving PBT of £922m (JPM £1,046m). Within this Absa was 4% below our estimates, at £684m.
- Barclaycard was 6% below our expectation at £540m (JPM £576m) with income 2% light and costs 3% higher, although on a more positive note provisions were 5% lower than we expected at £838m.

Europe Equity Research 20 February 2008

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Figure 1: Barclays Group P&L

10E/09E % growth 8.1% 8.1% 8.1% 7.4% 8.3% 5.7% 3.1% 6.0% 7.9% 8.2% 9.6% 9.6% 7.3% 09E/08E % growth 5.6% 2.7% 19.4% 8.1% 18.0% 4.8% 13.4% 13.4% 1.8% 1.8% 1.8% 9.7% -0.4%
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7.2904 612 653 1,246 364 110 297 539 539 1,57 王竇 Total income, net of insurance claims DIVISIONAL PBT BREAKDOWN Operating Profit Profit from JVs and associates Net premiums from insurance Net insurance claims/benefits Total non-interest income Net fees and commissions Trading surplus
Provisions for bad debts Other operating income Net investment income Business Banking Net interest income Operating expenses Sentral / exceptionals Net trading income £ million, p Exceptional items Interest expense sarclays Wealth Pre-tax profits rclays Capital Interest income Profit after tax Total income arclaycard

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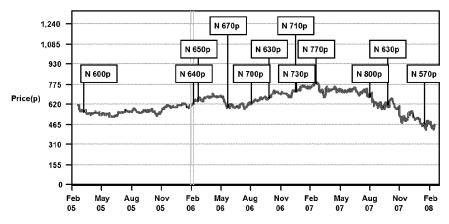
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#### Barclays (BARC.L) Price Chart



Date	Rating	Share Price (p)	(p)
09-Mar-05	N	560	600
07-Feb-06	Ν	619	640
22-Feb-06	N	646	650
25-May-06	Ν	594	670
03-Aug-06	N	628	700
27-Sep-06	Ν	664	630
18-Dec-06	Ν	722	710
21-Dec-06	Ν	721	730
20-Feb-07	N	782	770
02-Aug-07	N	678	800
25-Sep-07	Ν	616	630
18-Jan-08	N	466	570

Dating Chara Brica Brica Target

Source: Reuters and JPMorgan; price data adjusted for stock splits and dividends.
Break in coverage Jan 31, 2006 - Feb 07, 2006. This chart shows JPMorgan's continuing coverage of this stock; the current analyst may or may not have covered it over the entire period.
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Coverage Universe: Carla Antunes da Silva: Barclays (BARC.L), HBOS (HBOS.L), HSBC Holdings plc (HSBA.L), Lloyds TSB (LLOY.L), Royal Bank of Scotland (RBS.L)



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	Overweight	Neutral	Underweight
	(buy)	(hold)	(sell)
JPM Global Equity Research Coverage	45%	41%	14%
IB clients*	50%	51%	38%
JPMSI Equity Research Coverage	41%	47%	12%
IB clients*	71%	64%	49%

<sup>\*</sup>Percentage of investment banking clients in each rating category.

For purposes only of NASD/NYSE ratings distribution rules, our Overweight rating falls into a buy rating category; our Neutral rating falls into a hold rating category; and our Underweight rating falls into a sell rating category.

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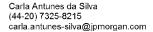
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Europe Equity Research 20 February 2008





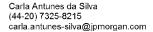
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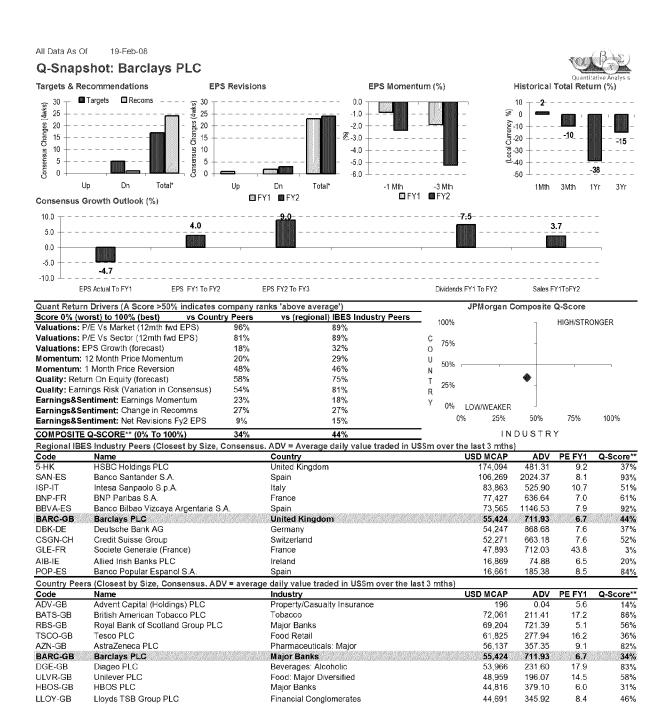
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Standard Chartered PLC





Source: Factset, Thomson and JPMorgan Quantitative Research. For an explanation of the Q-Snapshot, please visit http://jpmorgan.hk.acrobat.com/qsnapshot/Q-Snapshots are a product of JPMorgan's Global Quantitative Analysis learn and provide quantitative metrics summarized in an overall company 'Q-Score.'

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264.61

49%

Q-Snapshots are based on consensus data and should not be considered as having a direct relationship with the JPMorgan analysts' recommendation.

\* Total number of target prices, recommendations or EPS forecasts that make up consensus. \*\* The Composite Q-Score is calculated by weighting and combining the 10 Quant return drivers shown. The higher the Q-Score the higher the one month expected return. On a 14 Year back-test the stocks with the highest Q-Scores have been shown (on average) to significantly outperform those stocks with the lowest Q-Scores in this universe.

Major Banks

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### **Barclays: Summary of Financials**

Income Statement							Ratio Analysis						
£ in millions,year-end Dec	FY05A	FY06A	FY07E	FY08E	FY09E	FY10E		FY05A	FY06A	FY07E	FY08E	FY09E	FY10E
							Per Share Data						
Net interest income	8,075	9,143	9,610	9,576	10,090	10,718	EPS reported(p)	52.6	69.8	66.7	66.5	66.5	71.6
% YoY change	18%	13%	5%	0%	5%	6%	EPS Adjusted(p)	52.6	60.2	63.5	66.5	66.5	71.6
Non-interest income	9,031	11,967	12,871	12,885	12,993	13,837	% YoY change	5%	14%	6%	5%	0%	8%
Fees & commissions	5,705	7,177	7,708	8,723	9,127	9,762	DPS(p)	26.6	31.0	34.0	34.0	34.0	35.4
% YoY change	18%	26%	7%	13%	5%	7%	% YoY change	11%	17%	10%	0%	0%	4%
Trading revenues	2,321	3,614	3,759	2,716	2,387	2.569	Dividend yield	4.4%	4.3%	8.0%	7.1%	7.1%	7.4%
% YoY change	56%	56%	4%	-28%	-12%	8%	Payout ratio	47.4%	43.2%	50.2%	49.5%	49.6%	48.0%
Other income	1,005	1,176	1,404	1,445	1,479	1,506	BV per share(p)	268	303	363	395	428	465
Total operating revenues	17,333	21,595	23,000	22,938	23,568	25,041	NAV per share(p)	151	210	254	287	320	357
% YoY change	23%	25%	7%	0%	3%	6%	Shares outstanding	6,491	6,535	6,410	6,450	6,490	6,530
Admin expenses	-10,527	-12,674	-13,199	-13,205	-13,460	-14.147							
% YoY change	23%	20%	4%	0%	2%	5%	Return ratios	FY05A	FY06A	FY07E	FY08E	FY09E	FY10E
Other expenses		_				_	RoRWA	1.41%	1.61%	1.36%	1.24%	1.20%	1.23%
Pre-provision operating profit	6.806	8,921	9,801	9,733	10,107	10,894	Pre-tax RoE	32.3%	38.3%	32.8%	29.0%	27.1%	26.9%
% YoY change	22%	31%	10%	-1%	4%	8%	RoE	21.1%	24.6%	20.5%	18.1%	16.7%	16.6%
Loan loss provisions	-1.571	-2,154	-2,795	-2,686	-2,933	-3,133	RoNAV	33.7%	38.8%	29.5%	25.5%	22.7%	21.9%
Other provisions	0	0	0	0	0	0		00.170	00.070	20.070	20.070	22.170	21.070
Other non recurrent items	0	323	28	0	0	0	Revenues	FY05A	FY06A	FY07E	FY08E	FY09E	FY10E
Pretax profit	5.280	7,136	7,076	7,086	7,215	7,802	NIM (NII / AIEA)	4.3%	4.6%	4.4%	4.0%	3.9%	3.9%
% YoY change	15%	35%	-1%	0%	2%	8%	Non-IR / average assets	1.1%	1.2%	1.2%	1.0%	1.0%	1.0%
Tax	-1,439	-1,941	-1,981	-1,913	-1,948	-2,106	Total rev / average assets	2.1%	2.2%	2.1%	1.8%	1.8%	1.8%
% Tax rate	27%	27%	28%	27%	27%	27%	NII / Tot revenues	46.6%	42.3%	41.8%	41.7%	42.8%	42.8%
Minorities	-394	-624	-678	-746	-819	-879	Fees / tot revenues	32.9%	33.2%	33.5%	38.0%	38.7%	39.0%
Net Income (Reported)	3.447	4,571	4,417	4,427	4,449	4,816	Trading / Totrovonues	13.4%	16.7%	16.3%	11.8%	10.1%	10.3%
Balance sheet £ in millions,year-end Dec	FY05A	FY06A	FY07E	FY08E	FY09E	FY10E		FY05A	FY06A	FY07E	FY08E	FY09E	FY10E
"													
ASSETS							Cost ratios						
Net customer loans	268,896	282,300	345,398	361,229	385,441	411,948	Cost / income	60.7%	58.7%	57.4%	57.6%	57.1%	56.5%
% YoY change	30%	5%	22%	5%	7%	7%	Cost / assets	1.28%	1.32%	1.19%	1.05%	1.03%	1.03%
Loan loss reserves	3,450	3,335	3,772	4,475	5,235	5,985	Staff numbers	87,600	131,700	134,900	140,632	146,103	151,892
Investments	96,097	114,597	193,691	202,442	210,402	221.458							
Other interest earning assets	245,000	256,719	266,267	278,296	289,240	304,439	Balance Sheet Gearing	FY05A	FY06A	FY07E	FY08E	FY09E	FY10E
% YoY change	15%	5%	4%	5%	4%	5%	Loan / deposit	113%	110%	117%	113%	112%	111%
Average interest earning assets	185,814	200,894	218,149	239,489	258,079	277,013	Investment / assets	10%	11%	16%	16%	16%	16%
Goodwill	6,022	6,092	7,014	7,014	7,014	7,014	Loan / assets	29%	28%	28%	28%	29%	29%
Other assets	304,892	333,744	411,219	428,098	443,832	465,904	Customer deposits / liabilities	26%	26%	24%	25%	26%	26%
Total assets	924,357	996,787	1,227,361	1,281,554	1,341,165	1,416,748	LT Debt / liabilities	11%	11%	10%	10%	10%	10%
LIABILITIES							Asset Quality / Capital	FY05A	FY06A	FY07E	FY08E	FY09E	FY10E
Customer deposits	238,684	256,754	294,987	318,586	344,073	371,599	Loan loss reserves / loans	1.3%	1.2%	1.1%	1.2%	1.4%	1.5%
% YoY change	23%	8%	15%	8%	8%	8%	NPLs / loans	1.9%	1.8%	1.5%	2.7%	2.8%	2.8%
Long term funding	103,328	111,137	120,228	124,239	128,291	134,591	LLP / RWA	0.6%	0.7%	0.8%	0.7%	0.8%	0.8%
Interbank funding	75,127	79,562	90,546	93,567	96,618	101,363	Loan loss reserves / NPLs	66.2%	64.0%	74.1%	46.4%	49.4%	51.3%
Average interest bearing liabs	146,988	159,861	171,850	188,541	202,978	217,719	Growth in NPLs	26.6%	0.0%	-2.3%	89.5%	10.0%	10.0%
Other liabilities	480,965	520,137	687,587	710,525	733,700	769,732	RWAs	269,148	297,833	353,476	362,402	380,973	402,990
Retirement benefit liabilities	1,823	1,807	1,537	1,537	1,537	1,537	% YoY change	23%	11%	19%	3%	5%	6%
Shareholders' equity	17,426	19,799	23,291	25,509	27,760	30,335	Core Tier 1	4.2%	4.6%	4.6%	5.1%	5.4%	5.8%
Minorities	7,004	7,591	9,185	7,591	9,185	7,591	Total Tier 1	7.0%	7.7%	7.6%	8.3%	8.5%	8.7%
	924,357	996,787			1,341,165	1,416,748							

Source: Company data, JPMorgan estimates.

# EXHIBIT 68 [Filed Under Seal]

February 20, 2008

United Kingdom Pan-European Banks

#### Barclays (BARC.L - 460p) 1-Overweight

Change of Earnings Forecast

In line is positive in current markets

Robert Law (44) 20 7102 2715 rolaw@lehman.com LBIE, London Raul Sinha (44) 20 7102 9136 rasinha@lehman.com LBIE, London

#### **Investment Conclusion**

□ We regard Barclays as the best risk reward investment among the major UK banks. We believe the group's business mix gives it superior growth opportunities to its domestic peers. The numbers may prompt a rally in the sector. However, we still remain negative towards UK banks due to the risks of earnings downgrades from economic slow down.

#### Summary

- □ PBT in line with expectations at group level and in principal divisions. Key divisions all show underlying growth. A positive surprise given current conditions in our view. Current year consensus also likely to be maintained. Increased EP targets established.
- BarCap relatively resilient, due to diverse revenue streams; management maintains optimism over prospects in current year.
- DPS increased 10%; management comfortable with existing capital targets. Short term positive indication for RBS.
- ☐ Valuation of capital market assets the key uncertainty.

Stoc	k Rating	Target Price				
New:	1-Overweight	New:	534p			
Old:	1-Overweight	Old:	554p			

Sector View: 1-Positive

Recommended List

FY Dec	2006A	200	7E	2008E		2009E	
Currency STG	Actual	Old	New	Old	New	Old	New
PTP (m)	7878	7046	7076	7850	7411	8592	8631
EPS (p stated)	83.6	67.7	68.9	76.5	70.7	86.2	84.7
EPS (p adj.)	75.9	67.7	68.6	76.5	73.5	86.2	87.5
PE (adj.)	6.3	7.7	7.0	6.8	6.5	6.0	5.5
ROE (stated %)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
ROE (adj. %)	39.4	30.4	29.9	29.1	27.5	31.1	30.1
Price/NAV	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Price/NAV (adj.)	2.3	2.2	1.9	1.9	1.7	1.6	1.4

Market Data	
Market Cap (m)	30107
Shares Outstanding (m)	6545.0
Float (%)	100
Net Div Yield (%)	6.74
Convertible	No
Shares per ADR	N/A

Financial Summary					
NAV/Share FY06	N/A				
NAV(adj.)/Share FY06	N/A				
Tier 1 BIS Ratio FY07 (%)	7.6				
Total BIS Ratio FY07 (%)	N/A				



Reuters	BARC	.L	
Bloomberg	BARC	LN	
ADR	40288	3	
Performance	1M	3M	12M
Absolute %	2	-10	-41
Rel. Market %	1	-4	-36
Rel. Sector %	3	2	-13

52 Week Range 790.00 - 420.70

We regard the Barclays results and analysts meeting as containing positives in the reported p+l, offset by the balance sheet disclosures, which could suggest the risk of further write-downs. P+L numbers were very similar to expectations and this may be taken positively, particularly compared with results taken by some international peers. Furthermore, the company has raised the DPS by 10%, is increasing its economic profit targets and appears satisfied with its capital position. However, balance sheet disclosure shows significant exposures to currently high profile capital market areas and reserving levels, which are arguably lower than some international peers and also lower than implied by secondary market levels. In addition, investors concerns over the potential for a UK slow down are unlikely to be answered in the short term. We continue to believe that Barclays offers a relatively attractive risk reward opportunity amongst the larger domestic UK banks, being relatively diversified and with some attractive assets in its business mix. We believe several of

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PLEASE SEE ANALYST(S) CERTIFICATION(S) ON PAGE 5 AND IMPORTANT DISCLOSURES INCLUDING FOREIGN AFFILIATE DISCLOSURES BEGINNING ON PAGE 7

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EQUITY RESEARCH

its businesses/brands offer superior growth opportunities and justify premium valuations. These include BGI, the international banking businesses, plus BarCap and Barclaycard. We would therefore prefer the shares to RBS or HBoS. However, we remain negative towards the domestic UK banks in general, given the risks of future downgrades to earnings from economic slow-down.

We viewed the Barclays results meeting was positive in terms of tone and confidence, towards asset write-downs, capital and short term earnings prospects, including at BarCap-this may provide some short term support for the stock and the sector. However, the company could not be expected to and did not add much to its statement that would support its confidence and remove the market's concerns over UK slow-down and the potential for further capital market write-downs.

We believe 2008 earnings expectations are unlikely to move after the figures. This must be regarded as positive, given the current uncertain background. We are reducing our previously above consensus PBT expectation by 5%. However, we expect consensus to be relatively unchanged. Real downside to these numbers would require a significant deterioration in UK domestic credit risk costs, which while possible, we have yet to put in our numbers for any of the UK banks.

Management has given new and modestly increased EP targets for the next four years, despite being mindful that 2008 will be 'much less benign' than recent years.

2007 numbers were broadly as expected, a relatively positive performance, given the uncertain background. All divisions showed underlying profits growth, except for ABSA, due to the fall in the local currency.

In particular, we believe management regards profits growth at BarCap as still realistic for 2008, given the diversity of the business. This is despite expectations that H1 will prove be 'extremely challenging.' Consensus expectations are currently for BarCap to be down. We are now assuming growth of 3% on the 2007 figure and this includes further writedowns of half those taken in H2 last year.

The meeting was also relatively reassuring on capital. Management indicated that it remained comfortable with their existing capital ratio targets in the medium term. However, regulators were not surprisingly erring on the side of caution on capital. The core equity Tier 1 ratio is 5.1% and the group would continue to target 5.25%. However, the overall Tier 1 ratio of 7.8% (and 7.6% on a Basel II basis) was above its target figure. The capital indications suggest dilution from capital raising is unlikely, unless the group does require major write-downs.

The DPS was raised by 10% to 34.0p and company commented that it continues to regard a 50% pay-out as appropriate and that future payments would 'broadly' match EPS growth. This is also a positive outcome, compared some negative expectations, with a similarly positive read across to RBS.

Overall credit metrics ex capital markets appear relatively stable. The stated risk tendency was only up 4%. The UK personal sector unsecured RT fell 18%; charges also continued to fall in H2, which is positive for Lloyds TSB, which we view as the most geared to this factor. By contrast, RT increased internationally (due to expansion of the loan book) in the corporate/commercial bank. However, Barclays management did sound a note of caution on the outlook for UK commercial property lending, where we view HBoS and RBS as proportionately more exposed. In addition, risk category loans (excluding CDOs) rose by £1056m in H2, compared with just £238m in H1 and the coverage of these loans fell to 49% from 57% a year ago. Maintaining the coverage would have cost £570m in profits, or 6p in EPS. Barclays commented that the deterioration was in the corporate sector, where recovery rates are expected to be higher.

Barclays robustly defended its position on the valuation of capital market assets. It argued that different banks have different types of exposures and therefore different risks/likely losses. Positions were valued at the balance sheet date. However, any further deterioration since year-end was implied to be small, as otherwise it would have had to comment. Nevertheless, the bulk of the high profile capital markets assets are based on 'unobservable inputs.' It is therefore relatively difficult for external observers to judge the valuation of these assets, which is a key judgement for the stock and its peer group.

The group has provided details of its exposures to currently high profile capital markets areas and its current valuation of these assets. We set these out in the following table:

Barclays exposures		30.06.2007	Netwritedowns & charges	As a percentage
	£m	£m	£m	
ABS CDO Super Senior				
High Grade	4,869	,		
Mezzanine	1,149			
Exposure before hedging	6,018	7,780		
Hedges	-1,347	-348		
Net ABS CDO Super senior	4,671	7,432	-1412	23%
Other exposures				
Whole loans-sub prime	3,205	2,900		
Other direct and indirect sub-prime exposures	1,832	3,146		
Total other US Sub prime	5,037	6,046		
Alt A	4,916	3,760		
Monoline insurers	1,335	140		
Commercial mortgages	12,399	8,282		
of which - Commercial real estate	11.103	7,653		
Total Other exposures	23,687	18,228	-823	3%
SIV lite liquidity facilities	152	692		
SIVs	590	925		
Leveraged finance	7,368	7317	-188*	2%
Revaluation of own debt			658	
Total Exposures	35,726	32,977		
Total charges			-1765	

<sup>\*</sup> Note £188m of leveraged finance charges includes £130m of unrecognised fees.

Source Co Data and Lehman Brothers estimates

The table shows the significant capital markets risks remaining in the balance sheet. The assets total £36bn at year end, net of reserving. These assets were said to include most of the £25bn in assets classified as valued at fair value and on the basis of 'unobservable inputs.'

Specifically on the subprime ABS backed super senior CDO exposure, the management indicated that including hedges and subordination the write-downs have provided for 72% loss in the underlying subprime collateral. The CMBS exposure was said to be split equally between European and US loans with an average LTV of 67%.

The size of these exposures and the adequacy of the charges against them are likely to be the principal short term uncertainty in the shares; the exposures listed above represent 100% of the group market cap. Barclays appears to have written down these assets at the low end of the range of investment banking peers. Does this reflect better underlying assets or is it a source of further potential write-downs?

Our estimates assume a further £900m of net charges are taken in Q1 this year.

Overall profit trends were much as expected, at the PBT level, on a line by line basis and in the main divisions. Given the uncertain background, we regard this as positive.

Group PBT £7.1bn was up 6% ex disposal gains and compares with consensus expectations of £7.3bn (LB £7.0bn).

All of the principal divisions increased their profits contributions, with the exception of ABSA, where local currency depreciation kept its result flat in sterling terms.

BarCap profits of £2335m were £80m ahead of our expectations. Even if this figure was struck after some significant positive and negative features, BarCap is hardly alone in that and the bottom line is that this division exceeded expectations. Revenue of £7.1bn was £3.0bn in H2 and 29% down on H1. Reported revenue was after £795m of net write-downs booked in income and net investment income of £953m, up from £573m in 2006 and £206m at the H1 stage. Net investment income is likely to include contributions from the amortization/releases of income on assets valued using 'unobservable inputs,' which rose to £514m in 2007, against £85m the previous year. However, the abnormal items could be argued to roughly cancel out, leaving the reported revenue figure as fairly representative of actual H2 income. The revenue number contained very different trends for different product lines, as for the industry as a whole and illustrates the



EQUITY RESEARCH

perhaps surprising resilience of the BarCap revenue number in conditions such as H2 last year ie as long as downturns in some areas are offset by others. Not surprisingly credit and MBS/ABS were in loss and revenues even halved compared with H1 pre write-downs. However, other areas held up; this was not solely reliant on private equity gains. Rates and EMG were up strongly on H1 and equity products, commodities and currencies also produced strong contributions.

BarCap profits also benefited from aggressive cost management; the division did show the cost control it has promised in the past, if it suffers falling revenues. Operating expenses were cut by 1% for the year and were down 40% in H2 against H1. The division cost/income, costs/net revenues and comp/net revenues ratios all improved. The management of expenses was concentrated in the performance related element, which was down 20% year on year, despite a 23% increase in headcount.

Barclays is rapidly expanding its commercial banking outside the UK. IRCB ex ABSA profits of £246m were up 22% excluding business and property disposals. The bulk of this is currently generated in Spain (£207m and up 53%). However, EMG profits were also up 25% to £142m. These figures imply losses of some £100m in other areas. The division is expanding rapidly; costs rose £217m, or 26%. However, revenue also rose 27%, with loans 34% and deposits 43%. Management has indicated that the internal build out is planned to continue to 2010 at least.

UK retail banking PBT was up 9% year on year due to continued lower unsecured charges (down 12% year on year) and lower costs. Interest income growth was driven by deposits although mortgage volumes increased more significantly than previous year, with the net share at 8% as compared to gross share of 6%. Consumer lending balances continued to decline and this along with increased mortgages contributed to a decline in asset margins.

UK business banking profits were up 7% on an underlying basis but flat on a reported basis due to lower disposal and property sale gains. Impairment charges were up 15%. The management made cautionary comments on the outlook for UK commercial real estate, where Barclays is under-represented compared with some peer group banks.

Barclaycard profits increased 18% (35% excluding one-offs) due to continuing lower UK impairment charges (down 21%) and strong international growth which resulted in loan growth of 10%. The management reaffirmed their guidance for \$150m in profits from the US for 2008.

BGI profits were impacted by dollar depreciation and the charges of £80m for provision of selective support for certain liquidity products managed in the US. Net new assets in the period were £42bn of which £12bn was due to inorganic growth.

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Barclays financial information and	forecasts				
Em	FY 2006	1H 2007	FY 2007	FY 2008E	FY 2009E
Net Interest Income	9,143	4,589	9,610	10,210	11,302
Fees and commissions	7,177	3.812	7,708	8,434	9,424
Principal transactions	4,576	3,207	4.975	3,977	4,627
Other	1,274	569	1,199	2,216	2,500
Total Non-Interest Income	13,027	7,588	13,882	14,627	16,551
Total Operating Income	22,170	12,177	23,492	24,837	27,853
Net insurance claims	575	248	492	553	635
Net Operating Income	21,595	11,929	23,000	24,284	27,219
Total Operating Expenses	12,970	6,847	13,280	14,112	15,990
Profits Before Provisions	8,625	5,082	9,720	10,172	11,229
Bad Debt Provisions	2,154	959	2,795	2,582	2,419
Income from JV's / Associates	46	5	42	7	8
ABSA					
Pre-exceptional pre-tax profit	6,517	4,128	6,967	7,597	8,817
Exceptional Items	755	0	295	0	0
Goodwill amortisation	-136	0	-186	-186	-186
Profit Before Tax	7,136	4,128	7,076	7,411	8,631
Tax	1,941	1,158	1,981	2,075	2,287
Minorities and prefs	624	309	678	735	801
Attributable Profit	4,571	2,634	4,417	4,601	5,543
Ordinary Dividend	1,771	1,340	2,092	2,301	2,522
Retained Profit	2,800	1,294	2,325	2,301	3,022
Per Share data	71.0	41.4	69.0	70.7	94.7
EPS Reported (p) EPS - Effective (p)	71.9 <b>64.2</b>	41.4 <b>41.4</b>	68.9 <b>68.6</b>	70.7 <b>73.5</b>	84.7 <b>87.5</b>
IDPS (p)	31.0	11.5	34.0	37.4	41.1
NAV / Share (tangible)	210	219	249	286	333
Divisional Breakdown	210	219	243	200	555
UK Retail Banking	1,182	651	1,290	1,474	1,593
UK Business Banking	1,366	712	1,375	1,408	1,497
Total UK Banking	2,548	1,363	2,665	2,882	3,090
International Retail and Commercial	527	142	262	44	78
Barclaycard	475	272	568	628	694
Barclays Capital	2,229	1,660	2,389	2,468	3,079
BGI	719	388	742	825	908
Wealth Management	249	173	313	356	406
Closed Life Activities	0	0	0	0	0
Head Office and Other	-249	-207	-427	-452	-452
ABSA	774	310	750	847	1,016
PBT before non operating items	7,272	4,102	7,262	7,598	8,818
Non Operating Items	-136	-27	-186	-186	-186
PBT	7,136	4,075	7,076	7,412	8,632
All stats below this line include ABSA					
Key ratios	/	,			
Cost/Income Ratio (%)	60.1	57.4	57.7	58.1	58.7
RoE (%)	39.4	38.7	29.9	27.5	30.1
Tax Rate (%)	27.2	28.2	28.0	28.0	26.5
Pay-Out Ratio	46.1	56.0	54.4	56.9	52.4
Credit quality measures	76.0	E0 7	90.0	60.0	EG 4
Provisions/Loans (%)	76.3	59.7	80.9	68.2	56.4
NPLs Loan Loss Reserves					
NPLs/Total Loans (%)					
Reserves/NPLs (%)					
Capital measures					
Tier 1 Ratio (%)	7.7	7.7	7.6	7.6	7.5
Tier   Ratio (%)   Shareholders' Funds (£m)	7.7 13,707	7.7 14,338	7.6 16,277	7.0 18,593	21,800
Risk Assets	297,833	318,200	353,878	387,996	439,198
Total Assets	996,787	1,158,262	1,227,361	1,345,694	1,523,276
Total Loans	282,300	321,243	345,398	378,699	428,673
Source: Company data, Lehman Brothers estimates	202,000	021,270	0 10,000	5, 5,555	120,010
Source. Company data, Lemman promers estimates					

#### **Analyst Certification:**

I, Robert Law, hereby certify (1) that the views expressed in this research Company Note accurately reflect my personal views about any or all of the subject securities or issuers referred to in this Company Note and (2) no part of my compensation was, is or will be directly or indirectly related to the specific recommendations or views expressed in this Company Note.



#### Company Description:

Barclays is a UK-based international financial services business. It derives close to half of its earnings from the UK adn the rest from international operations within the group, notably in the US, Spain and Africa. Its business range from UK retail banking and cards, through SME banking to large corporate and debt-side investment banking. It also has a fast-growing asset management business and a private client banking business.

## **LEHMAN BROTHERS**

QUITY RESEARCH

Important Disclosures:

Barclays (BARC.L)
Rating and Price Target Chart:

896.00 832.00 768.00 704.00 640.00 576.00 512.00 448.00 384.00 320.00 256.00 192.00 128.00 64.00 0.00 1-05 460p (18-Feb-2008)

1-Overweight / 1-Positive

#### BARCLAYS



Source: FactSet

1-08

10-07

Currency=STG

Date	Closing Price	Rating	Price Target
28-Nov-07	554.00		765.00
10-Oct-07	655.50		800.00
10-Oct-07	655.50	1 -Overweight	
23-Apr-07	733.00	RS -Rating Suspended	
21-Feb-07	780.00		857.00
10-Jan-07	754.50		876.00
29-Nov-06	687.00		890.00
04-Aug-06	635.50		709.00
12-Jun-06	601.50		694.00

405

7-05

10-05

1-06

Closing Price

406

Recommendation Change

7-06

10-06

×

1-07

Drop Coverage

Price Target

407

Date	Closing Price	Rating	Price Target
26-May-06	611.50		697.00
22-Feb-06	664.00		714.00
11-Jan-06	626.50		686.00
30-Nov-05	590.50		720.00
08-Aug-05	582.00		623.00
27-May-05	522.00		598.00
22-May-05	543.00		603.00
21-Jan-05	585.00		689.00

7-07

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**Valuation Methodology:** Our price target assumes a PE multiple of 8x our projected 2008 EPS estimate of 73.5p, less 54p per share in additional potential credit losses, equivalent to 2% of the non-mortgage portfolio.

Risks Which May Impede the Achievement of the Price Target: Barclays is exposed to the risks of the UK retail, SME and commercial banking markets, as well as limited exposure to overseas markets including some emerging markets. It also has exposure to global bond and equity markets.

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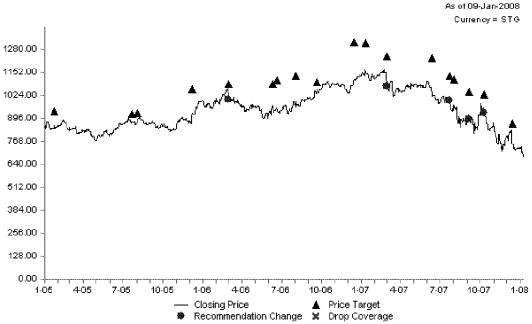
Important Disclosures Continued:

HBoS (HBOS.L)
Rating and Price Target Chart:

639p (18-Feb-2008)

3-Underweight / 1-Positive

**HBOS** 



Source: FactSet

Currency=STG

Date	Closing Price	Rating	Price Target
14-Dec-07	756.00		867.00
10-Oct-07	926.00		1028.00
10-Oct-07	926.00	3 -Underweight	
05-Sep-07	892.50	_	1046.00
05-Sep-07	892.50	1 -Overweight	
02-Aug-07	964.50	-	1114.00
23-Jul-07	995.00		1130.00
23-Jul-07	995.00	3 -Underweight	
13-Jun-07	1019.00		1229.00
01-Mar-07	1071.00		1240.00
01-Mar-07	1071.00	2 -Equal weight	
10-Jan-07	1156.00		1314.00

Date	Closing Price	Rating	Price Target
15-Dec-06	1114.00		1318.00
20-Sep-06	1055.00		1100.00
02-Aug-06	989.00		1134.00
22-Jun-06	934.00		1110.00
12-Jun-06	952.50		1088.00
02-Mar-06	999.00		1087.00
02-Mar-06	999.00	2 -Equal weight	
07-Dec-05	925.00		1061.00
04-Aug-05	887.00		928.00
22-Jul-05	877.00		919.00
24-Jan-05	840.00		934.00

FOR EXPLANATIONS OF RATINGS REFER TO THE STOCK RATING KEYS LOCATED ON THE PAGE FOLLOWING THE LAST PRICE CHART.

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Risks Which May Impede the Achievement of the Price Target: HBoS has significant exposure to the UK mortgage market, as well as larger corporate and SME banking markets. Furthermore, it is geared to the capital markets through its life assurance businesses.

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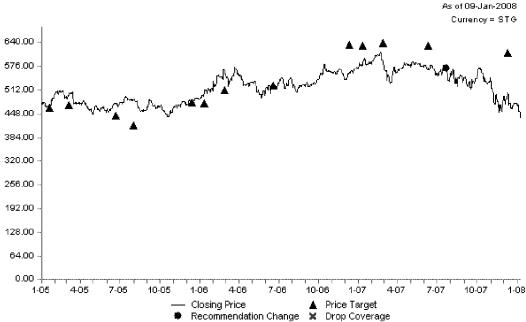
Important Disclosures Continued:

Lloyds TSB (LLOY.L)
Rating and Price Target Chart:

424.5p (18-Feb-2008)

2-Equal weight / 1-Positive

#### LLOYDS TSB



Source: FactSet

#### Currency=STG

Date	Closing Price	Rating	Price Target
11-Dec-07	498.75		613.00
23-Jul-07	568.00	2 -Equal weight	
11-Jun-07	572.00		632.00
26-Feb-07	591.50		639.00
10-Jan-07	577.50		632.00
12-Dec-06	558.00		633.00
19-Jun-06	523.50		524.00

Date	Closing Price	Rating	Price Target
27-Feb-06	565.00		512.00
11-Jan-06	505.00		477.00
13-Dec-05	480.00		478.00
01-Aug-05	488.50		416.00
21-Jun-05	476.25		442.00
07-Mar-05	504.00		471.00
21-Jan-05	471.00		465.00

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The subject company is or during the past 12 months has been an investment banking client of Lehman Brothers Inc. and/or an affiliate.

Risks Which May Impede the Achievement of the Price Target: Lloyds TSB is exposed to the UK retail and corporate banking markets. It is also geared to capital markets and the life and general insurance industries.

Other Material Conflicts: Lehman Brothers International (Europe) acts as joint corporate broker to Lloyds TSB Group Plc.

QUITY RESEARCH

Important Disclosures Continued:

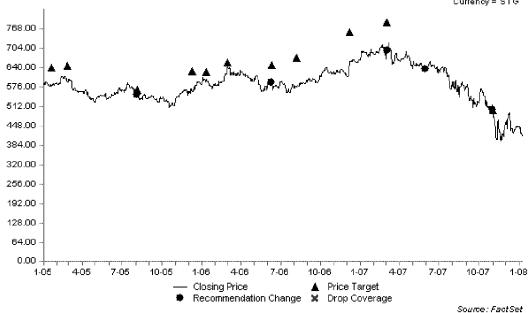
Royal Bank Of Scotland (RBS.L)
Rating and Price Target Chart:

361p (18-Feb-2008)

3-Underweight / 1-Positive

#### ROYAL BANK OF SCOTLAND





Currency=STG

Date	Closing Price	Rating	Price Target
01-Nov-07	498.75		500.00
01-Nov-07	498.75	3 -Underweight	
01-Jun-07	632.00	RS -Rating Suspended	
05-Mar-07	693.67	1 -Overweight	
02-Mar-07	692.00		788.00
07-Dec-06	651.33		754.67
07-Aug-06	575.00		671.33
12-Jun-06	590.67		646.67

Date	Closing Price	Rating	Price Target
12-Jun-06	590.67	1 -Overweight	
01-Mar-06	644.33		656.33
11-Jan-06	600.67		624.33
09-Dec-05	561.33		629.00
05-Aug-05	549.67		566.33
05-Aug-05	549.67	2 -Equal weight	
25-Feb-05	592.00	_	644.67
21-Jan-05	582.00		639.33

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Lehman Brothers Inc. and /or an affiliate managed or co-managed within the past 12 months a 144A and/or public offering of securities for this company.

Lehman Brothers Inc. and/or an affiliate has received compensation for investment banking services from the subject company within the past 12 months.

Lehman Brothers Inc. and/or an affiliate expects to receive or intends to seek compensation for investment banking services from the subject company within the next three months.

Lehman Brothers Inc. and/or its affiliate beneficially owns 1% or more of any class of common equity securities of the subject company as of the end of the last month.

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The subject company is or during the past 12 months has been an investment banking client of Lehman Brothers Inc. and/or an affiliate.

Risks Which May Impede the Achievement of the Price Target: RBS is a leading global commercial banking group with significant positions in personal and corporate markets. The group is exposed to deterioration in these activities, notably in credit and other areas. It has significant financial markets activities and is exposed to risks in these businesses. It has recently acquired ABN AMRO's global wholesale and international commercial banking operations. These businesses may contain unknown risks and RBS also has integration risks associated with the acquisition.



#### Important Disclosures Continued:

The analysts responsible for preparing this report have received compensation based upon various factors including the firm's total revenues, a portion of which is generated by investment banking activities

Company Name	Ticker	Price (18-Feb-2008)	Stock / Sector Rating
Barclays	BARC.L	460p	1-Overweight / 1-Positive
Related Stocks	Ticker	Price (18-Feb-2008)	Stock / Sector Rating
HBoS	HBOS.L	639p	3-Underweight / 1-Positive
Lloyds TSB	LLOY.L	424.5p	2-Equal weight / 1-Positive
Royal Bank Of Scotland	RBS.L	361p	3-Underweight / 1-Positive

#### Guide to Lehman Brothers Equity Research Rating System:

Our coverage analysts use a relative rating system in which they rate stocks as 1-Overweight, 2-Equal weight or 3-Underweight (see definitions below) relative to other companies covered by the analyst or a team of analysts that are deemed to be in the same industry sector (the "sector coverage universe"). Below is the list of companies that constitute the sector coverage universe:

ABN AMRO Holding (AAH.AS) Alliance & Leicester (ALLL.L) Allied Irish Banks (ALBK.I) Alpha Bank (ACBr.AT) Anglo Irish Bank (ANGL.I) Banca Italease (BIL.MI) Banco Espirito Santo (BES.LS) Banca Popolare di Milano (PMII.MI) Banco Popular (POP.MC) Banco Popolare (BAPO.MI) Banco Sabadell (SABE.MC) Banesto (BTO.MC) Bank Hapoalim (POLI.TA) Bank Leumi (LUMI.TA) Bank of Ireland (BKIR.I) Bank Pekao (BAPE.WA) Bankinter (BKT.MC) Barclays (BARC.L) BBVA (BBVA.MC) BCP (BCP.LS) BNP Paribas (BNPP.PA) BPI (BBPI.LS) Bradford & Bingley (BB.L) Commerzbank (CBKG.DE)

Crédit Agricole (CAGR.PA) CS Group (CSGN.VX) Danske Bank (DANSKE.CO) Deutsche Bank (DBKGn.DE) Deutsche Postbank (DPBGn.DE) Dexia (DEXI.BR)

DnB NOR (DNBNOR.OL) EFG Eurobank Ergasias (EFGr.AT)

Erste Bank (ERST.VI) EFG International (EFGN.S) Espirito Santo Financial Group (ESF.LS) Fortis (FOR.AS) Halyk Bank (HSBKq.L) HBoS (HBOS.L) HSBC Holdings (HSBA.L)

Hypo Real Estate Holding (HRXG.DE) Intesa Sanpaolo (ISM.MI) Israel Discount Bank (DSCT.TA) Julius Baer (BAER.VX) Kazkommertsbank (KKGByq.L) Llovds TSB (LLOY.L) Monte dei Paschi di Siena (BMPS.MI)

National Bank of Greece (NBGr.AT) Natixis (CNAT.PA) Nordea (NDA.ST) Northern Rock (NRK.L)

PKO BP (PKOB.WA) Raiffeisen International Bank (RIBH.VI)

Royal Bank Of Scotland (RBS.L) Santander (SAN.MC) Sberbank (SBER.RTS) SEB (SEBa.ST)

Société Générale (SOGN.PA) SNS REAAL (SR.AS) Standard Chartered (STAN.L) Svenska Handelsbanken (SHBa.ST)

Swedbank (SWEDa.ST) UBI Banca (BPUN.MI) UBS (UBSN.VX) Unicredit Group (CRDI.MI) Van Lanschot (VLAN.AS) VTB Bank (VTBRq.L)

In addition to the stock rating, we provide sector views which rate the outlook for the sector coverage universe as 1-Positive, 2-Neutral or 3-Negative (see definitions below). A rating system using terms such as buy, hold and sell is not the equivalent of our rating system. Investors should carefully read the entire research report including the definitions of all ratings and not infer its contents from ratings alone.

#### Stock Rating

1-Overweight - The stock is expected to outperform the unweighted expected total return of the sector coverage universe over a 12month investment horizon.

2-Equal weight - The stock is expected to perform in line with the unweighted expected total return of the sector coverage universe over a 12- month investment horizon.

3-Underweight - The stock is expected to underperform the unweighted expected total return of the sector coverage universe over a 12- month investment horizon.



EQUITY RESEARCH

RS-Rating Suspended - The rating and target price have been suspended temporarily to comply with applicable regulations and/or firm policies in certain circumstances including when Lehman Brothers is acting in an advisory capacity in a merger or strategic transaction involving the company.

#### **Sector View**

- 1-Positive sector coverage universe fundamentals/valuations are improving.
- 2-Neutral sector coverage universe fundamentals/valuations are steady, neither improving nor deteriorating.
- 3-Negative sector coverage universe fundamentals/valuations are deteriorating.

#### **Distribution of Ratings:**

Lehman Brothers Equity Research has 2173 companies under coverage.

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- 46% have been assigned a 2-Equal weight rating which, for purposes of mandatory regulatory disclosures, is classified as Hold rating, 35% of companies with this rating are investment banking clients of the Firm.
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# EXHIBIT 69 [Filed Under Seal]

MBIA	Primary Trading	390 1402	Assured Guaranty	Primary Trading	28 622	FSA	Primary Trading	83 2401
	Headroom	0		Headroom	149		Headroom	0
	Total	1,792		Total	799		Total	2484
AMBAC	Primary	26	Security Capital	Primary	60	CIFG	Primary	149
	Trading	1201		Trading	416		Trading	236
	Headroom	539		Headroom	11		Headroom	0
	Total	1766		Total	487		Total	385
FGIC	Primary	22	Total	Primary	758			
	Trading	282		Trading	6560			
	Headroom	807		Headroom	1506			
	Total	1111		Total	8824			

- Monolines had \$2.2tn of risk positions outstanding at the end of 2006 of which 38% was structured finance. Of this c65% (c\$536bn) related to US ABS and MBS (incl. CDOs). Monolines have seen very sharp falls in share prices during 2007 (e.g. AMBAC is down c75%) on speculation of downgrades and heavy losses.
- Barclays exposure to monolines is c\$7.3bn (plus c\$1.5bn headroom), and is largely in the form of negative basis trades (credit protection on securities held) the notional value of these trades is c\$40bn.
- Of the \$40bn, c\$4.1bn relates to US High Grade (\$2.8bn) and US Mezz (\$1.3bn) ABS CDOs.
  - •Looking at the underlying asset pools on these CDOs c\$3bn relates to subprime or Alt-A securities.
  - •MBIA and Ambac provide the vast majority of the protection on these positions, \$2.9bn and \$1bn respectively.
  - •Barclays owns only one \$81mm CDO-squared with ABS CDO collateral in the negative basis trade book. This deal closed April 2005 and is currently marked by the underwriter at \$58.3mm.
  - •\$2.4bn of the \$4.1bn in ABS CDOs closed in 2004 or 2005. Although collateral managers may reinvest principal proceeds in more recent vintage collateral, the majority of the CDO assets are of earlier vintages and less susceptible to poor underwriting standards of 2006 and 2007
- Positions are not included in statements / analysis of subprime exposure as we principally look to the strength of the monoline in assessing the risk.
- None of the monolines shown have been downgraded, however no ratings have been reaffirmed since the latest subprime deterioration begin in early October (though Fitch reaffirmed MBIA's AAA rating on 21 September).



# EXHIBIT 70 [Filed Under Seal]

## PAPER FOR BOARD RISK COMMITTEE MEETING ON WEDNESDAY 19 MARCH 2008

Agenda Item No.

3.1

TO:

Members of the Board Risk Committee

FROM:

Robert Le Blanc and Rich Ricci

DATE:

12 March 2008

SUBJECT:

KEY RISK ISSUE - UPDATE ON ABS AND LEVERAGED CREDIT MARKETS

CONFIDENTIAL BARC-ADS-01544426

# **Update on ABS and Leveraged Credit Markets**

**Board Risk Committee** 

12 March 2008

### **Executive Summary**

- The purpose of the paper is to provide the Board Risk Committee with a further update on Barclays exposures and market outlook for the ABS and Leveraged Credit markets.
- Net exposures as at lanuary 2008 have been presented and they have not moved materially since year-end. Where available, February
  exposures have been provided. A full update for February exposures will be provided at the meeting.
- · Looking forward there are some key risks that could significantly exacerbate the situation:
  - · Further deterioration in the Alt A and commercial mortgages markets
  - Downgrade or financial stress of one of the AAA monoline insurers
  - · A significant leveraged default
- The results of a severe stress test of the real estate and leveraged loan portfolio as prepared for the FSA have also been included in the presentation.

#### 2007 results announcement summary - 19 Feb 2008

- Barclays Capital credit market exposures resulted in net losses of £1,635m in 2007, due to dislocations in the credit markets. The net losses primarily related to ABS CDO super senior exposures, with additional losses from other credit market exposures partially offset by gains from the general widening of credit spreads on issued notes held at fair value
  - ABS CDO super senior net exposure was £4,671m (30th June 2007: £7,432m). Exposures are stated net of writedowns and charges of £1,412m (30th June 2007: £56m) and hedges of £1,347m (30th June 2007: £348m).
  - Barclays Capital held other exposures impacted by the turbulence in credit markets, including: whole loans and other direct and indirect exposures to US subprime and Alt-A borrowers; exposures to monoline insurers; and commercial mortgage backed securities, the net losses in 2007 from these exposures were £823m.
  - At 31st December 2007, drawn leveraged finance positions were £7,368m (30th June 2007: £7,317m). The positions were stated net of fees of £130m and impairment of £58m driven by widening of corporate credit spreads.
  - At 31st December 2007, Barclays Capital had issued notes held at fair value of £57.2bn (30th June 2007: £44.6bn). The general widening of credit spreads
    affected the carrying value of these notes and as a result revaluation gains of £658m were recognised in trading income.
- Appropriate and conservative valuation principles were used to assess the write-downs, but additional losses could arise if markets deteriorate further.



Net exposure to super senior and other sub-prime has been significantly reduced since June 2007. Alt A and Commercial mortgage exposures are below their October 2007 peak.

Em	Deal size	Subprime Assets	Jun 07	Oct 07	Dec 07	Jan 08
ABS CDO Super Senior						
MTM	2,640	2,257	2,071	1,049	1,087	984
Non MTM	4,693	2,702	4,080	3,663	3,782	3,762
High Grade	7,332	4,960	6,151	4,712	4,869	4,745
MTM	1,634	1,509	1,038	598	556	490
Non MTM	880	631	591	571	593	597
Mezzanine	2,514	2,139	1,629	1,169	1,149	1,087
Net Exposure Before Hedging	9,846	7,099	7,780	5,881	6,018	5,832
Hedges			(348)	(924)	(1,347)	(1,260
Net ABS CDO Super Senior	9,846	7,099	7,432	4,957	4,671	4,572
Residuals Other direct and indirect exposures Other US sub-prime			2,900 709 2,437 6,047	3,037 540 1,991 5,568	3,205 233 1,599 5,037	3,215 224 1,521 4,959
Alt-A			3,760	5,053	4,916	5,028
Monoline Insurers			140	250	1,335	1,755
Commercial Mortgages			8,282	13,751	12,399	12,439
SIV-Lite Liquidity Facilities			692	167	152	82
Structured investment vehicles			925	701	590	573

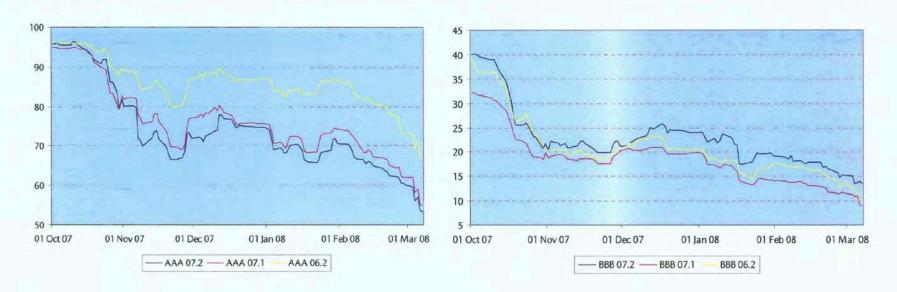
Prepared by Barclays Capital

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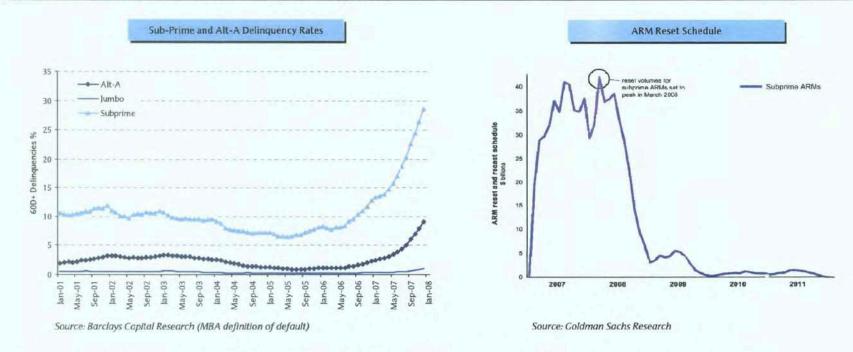


# Significant market movements were experienced during October and November, and sub-prime markets have continued to decline



- Falling ABX prices reflect increasing delinquency rates and foreclosures in the U.S. as house prices have been falling on a national level.
- Rating agencies have been downgrading sub-prime securities in recent months which further depressed the indices prices;
   Moody's has also stated 2006 as the worst year for serious delinquencies since at least 2000. Accelerating delinquencies from 2007 bonds are likely to eclipse 2006.

# Sub-Prime Delinquency Levels reached record levels in mid-2007 and look set to increase further and then remain high through 2008.



- Sub-prime delinquency rates are at record levels as at the end of September 2007. Their turning point has not yet been established.
- Delinquency rates are expected to climb further. Interest rate increases on low-start sub-prime mortgages (ARMs) which are a key driver of delinquency do not peak until March 2008.
- ARM interest rate increases will continue through 2008.
- The model used to assess our ABS CDO writedowns took prevailing delinquency levels on <u>our</u> assets (c.19% for 60+ days down) and applied a "roll rate" analysis which forecast that 70-100% of 60 day+ delinquencies, plus 15% of 30 day delinquencies (currently c.10% of sub-prime loans) will default over the next 18 months.

### Other Areas of Concern – Exposure to Monoline Insurers

	31-0	ct-07	10-Mar-08	
Total Global Financing Limits	GBP Millions	USD Millions	GBP Millions	USD Millions
ACA CAPITAL HOLDINGS GROUP	11	22		
AMBAC FINANCIAL GROUP	853	1,766	459	925
ASSURED GUARANTY GROUP	386	799	364	734
CIFG (part of Natixis Group)	186	385	162	326
FGIC GROUP	537	1,111	175	352
FSA (part of Dexia Group)	1,507	3,120	1,506	3,032
MBIA GROUP	868	1,796	781	1,574
RADIAN GROUP	40	83	-	
SECURITY CAPITAL ASSURANCE GROUP	235	487	215	432
TOTAL	4,622	9,568	3,662	7,374
Primary Exposure (principally liquidity support to Triple A One Funding (MBIA) & MBIA revolver)	159	330	164	330
Primary Exposure (liquidity support to Sheffield Receivables Corporation on Wrapped Securitizations)	30	62	189	380
Derivatives Limits, principally related to Negative Basis Trade Portfolio	2,352	4,868	2,027	4,082
Inflation Linked Derivative Exposure Wrapped by FSA UK Ltd & MBIA Assurance SA	1,193	2,470	1,238	2,493
Headroom	888	1,838	44	8
TOTAL	4,622	9,568	3,662	7,374

- Total direct exposure to Monoline Financial Guaranty Insurers ("monolines") totals \$7.3bn including uncommitted headroom of \$0.1bn. This has reduced from \$9.6bn (including \$1.8bn headroom) as at the end of October 2007.
- \$0.7bn of exposure is primary. \$6.5bn is in the form of trading limits where exposure is calculated on a potential future exposure basis ("PFE")\*. FSA, MBIA, Ambac and Assured Guaranty account for 85% of the total exposure.
- Of the \$6.5bn the most significant element (\$4.1bn) relates to a portfolio of bonds which are guaranteed by monolines and booked as CDS Protection Purchases.
- Limits to monolines not part of a wider group are currently suspended pending review once the current position stabilises and ratings are more certain.

<sup>\*</sup> PFE is an estimate of the potential exposure that could arise to a 98% confidence interval based on the spreads and ratings of the underlying bonds.



### Other Areas of Concern - Exposure to Monoline Insurers (cont'd)

	Negative Basis Book Notiona	Is
Counterparty name used	GFRM Category	Current notiona (Em)
MBIA	CRE Loans	219
	European CLO	678
	European Mezz ABS	1,361
	US CLO	1,386
	US CMBS	4,541
	US High-Grade ABS	1,870
	US Mezzanine ABS	1,026
MBIA Total		11,080
AMBAC	CDO <sup>2</sup> (ABS)	79
	European CLO	2,436
	Infrastructure	868
	US CLO	4,503
	US High-Grade ABS	949
AMBAC Total		8,835
FSA	Bank & Insurance TRUPs	95
	European CLO	216
	US CLO	5,915
F5A Total		6,227
ASSURED	Bank & Insurance TRUPs	95
	CRE Loans	100
	Euro REIT Trust Preferred and CMBS	1,398
	European CLO	2,178
	REIT Trust Preferred	221
	US CLO	2,028
ASSURED Total		6,020
FGIC	European CLO	802
	US CLO	3,004
	US Mezzanine ABS	155
FCIC Total		3,962
CIFG	Bank & Insurance TRUPs	147
	European CLO	2,247
Alle Services	US CLO	770
CIFG Total	15	3,164
XLCA	Emerging Markets Gov and Corp	192
	European CLO	1,433
	US CLO	606
	US CMBS	620
MINISTER PRODUCT	CDO^2	107
XLCA Total		2,958
TOTAL		42,245

Negative Basis Book MTM (GBP Millions)

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	31-Dec-07	31-Jan-08	26-Feb-08	
MBIA	718	1,026	1,086	
AMBAC	235	313	328	
Assured	109	138	144	
FSA	106	136	179	
FGIC	102	122	122 115 56	
XL	66	81		
CIFG	50	58		
ACA	9	-	-	
Totals	1,395	1,874	2,030	
Reserves	(60)	(119)	(101)	
Net Exposure	1,335	1,755	1,929	

- The notional value of the underlying securities in the negative basis book is \$42.3bn. The total includes \$4bn of US High Grade and Mezz ABS CDOs guaranteed by MBIA, Ambac and FGIC.
- In order for a loss to occur in the negative basis book a default in both the
  underlying security and the monoline is required. The underlying bonds
  were all originally rated AAA. So far, \$1.9bn of these bonds have been
  downgraded from AAA.
- The nature of the policies supporting the negative basis book obligate the
  insurer to continue to make payments of principal and interest according to
  the original contract of any defaulted reference obligation there is no
  MTM settlement of the obligation at default but a continuing pay as you go
  obligation from the financial guarantor. This protects the monolines from a
  liquidity crunch in the event of a high level of defaults in the securities they
  guarantee.



# Leveraged Loan underwrites at 29 Feb 08 of £8.9bn were broadly in line with the £8.7bn presented to BRC in December 2007

BarCap Primary Leverage Exposure	US eq Ems	Asia eq Ems	E'pe eq Ems	Total eq Ems	As at 29 February 2008
Underwriting - committed positions	£3,329	£83	£5,485	£8,896	'Hung' and 'new' deals, split £7.5bn 'hung' and £1.4bn 'new'
Of which Junior Debt is : Junior Debt Underwrite Cap is: Equity Bridge position: Equity Bridge Cap is:	£1,007 £1,750 £0 £350	£67 within E'pe £0 within E'pe	£1,508 £2,000 £2 £350	E2,581 E3,750 E2 E700	Primary LevLoans relates to our exposure to the specific sponsor led LBO market. Top 3 'hung' positions are AA/Saga £2.5bn, Alltel £2.4bn and Alliance Boots £0.8bn
Holds - existing portfolio Holds - targeted in underwriting positions Total targeted holds	£392 £241 £632	£68 £63 £132	£491 £532 £1,023	£951 £836 £1,787	Existing portfolio is spread across 49 accounts globally with an average exposure per name of c.£20m
Of which Junior Debt is:	£25	EO	£23	£48	
Total Primary LevLoan Exposure	£3,961	£215	£6,508	£10,684	Our 'hung' exposure ranks us 11th globally (Top 3: Citi £30bn, BoA £27bn and JPM £21bn - source Lehmans Global Equity Research)
CLO Warehouse Positions	E364	nil	E771	£1,136	Warehouse positions pending securitisation
Total Return Swaps (TRS)	£9,185	£206	£3,045	£12,436	We have indirect exposure to the leveraged market via our hedge fund counterparty TRS financing book where we have haircuts in
First Lien Haircut # of trades	78% 24% 76	100% 25% 7	86% 28% 33	82% 25% 123	place assessed at a level which is assumed to equate to a nil risk position
Loan Investment Vehicles (LIVs)	n/a	n/a	£1,493	£1,493	Ex Polypony facilities with similar structures to TRS market value trades. Actual loan advance is c.50% of par asset value c.£3.0bn given the level of credit enhancement available (updated end Feb)

Exposure quoted net of swaps, Business Bank facilities, CDS and sub-participations
Exposure also excludes secondary / distressed trading inventory positions
TRS haircut includes counterparty CDS and cash deposit against market value trades

- Barclays currently has leveraged underwriting positions of £8.9bn (excluding sanctioned holds). The increase to the October position is due
  to new business flows and currency movements.
- · A series of steps have been taken to manage our risk:
  - We are selling debt where reasonable prices can be achieved e.g. Alliance Boots mezzanine was at 95
  - We are being highly selective towards new business opportunities (e.g. no 100% underwrites, reduced leverage, improved terms/pricing and effective covenant packages)
- We are in general comfortable with the credit quality of the assets and are therefore continuing to hold rather than sell them down. A
  writedown of £188m was taken during October (£58m after fees), to reflect market conditions.



# BarCap's residential real estate portfolio was stress tested earlier in the year as part of an exercise for the FSA

- These stress test results were part of an exercise prepared for the FSA in Jan/Feb 2008 and intended to reflect a 1 in 20 stress from the current position
- · It therefore assumes significant deterioration of an already distressed market.
- The exposures (drawn amounts) used for this exercise do not include indirect exposures and so will not tie directly to December or January month-end balances.

£m	Drawn amount	Stressed Amt	Relative stress	Loss horizon
US Subprime, Alt A and ABS Super Senior				
MTM positions (ex cashflow Super Senior)	997	176	N/A	Weeks
Cashflow PV Super Senior Migrating to NAV valuation	2,002	634	N/A	6-24 months but instant per deal
Cashflow PV Super Senior with Increased Cumulative Loss	2,153	311	N/A	6-24 months
Total ABS CDO SS exposure	5,152	1,121		
Sub-prime Whole Loans	3,014	258	N/A	6-24 months
Sub-prime Post NIM Residuals	122	74	N/A	6-12 months
Sub-prime NIM	113	45	N/A	6-12 months
Total sub-prime	3,249	377		
Alt A Securities: Prime/Relo	420	25	N/A	Weeks
Alt A Securities: Alt-A/Option ARM	2,257	219	N/A	Weeks
Alt A Whole Loans	886	40	N/A	6-24 months
Alt A Residuals	26	9	N/A	6-12 months
Total Alt A	3,589	293		
European RMBS				
2a7 Backstop facilities	2,900	45 £	382mm funded 1.60%	3-6 months
European RMBS Secondary Trading	2,500	33	1.30%	3-6 months
Liquidity Facilities	1,900	N	lil drawn exposure	
Residual Loans	270			
For Securitisation (warehouses)	2,000	95	4.80%	6-12 months
Total	9,570	173		

Analysis continued overleaf.....

Prepared by Barclays Capital

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# BarCap's commercial real estate and leveraged loan portfolio was also stress tested earlier in the year as part of an exercise for the FSA

Em .	Drawn amount	Stressed Amt	Relative stress		Loss horizon
Commercial Real Estate					
Securitisation UK & Europe	4,700	189	4% net of fees	5.3% gross of fees	3-6 months
Take and Hold US	2,750	392	14.20%	•	12-24 months
Secondary Trading UK & Europe	1,000	38	3.80%		0-3 months
Syndication US	3,800	150	3.90%		12-24 months
Securitisation US	310	2	6.40%	of un-hedged portion	12-24 months
Secondary Trading US	200	14	7%		10 days
Total MTM	12,760	785			
Take and Hold UK & Europe	2,300	16 quoted	1.00%		12-24 months
		49 unquoted	2.60%		12-24 months
Syndication UK & Europe	1,400	108	7.7% net of fees	8.5% gross of fees	6-18 months
Total accrual	3,700	173			
Global Leveraged Loans					
Hung underwrites	7,500	360	4.8% net of fees	6.5% gross of fees	12-24 months
New underwrites	1,100	20	1.7% net of fees	2.5% gross of fees	3-6 months
Take and hold portfolio	1,700	75	4.5% gross of fees		12-24 months
Leveraged loan LIV portfolio	1,300	2	0.15%		6-12 months
CLO warehouse	1,100	58	5.0% gross of fees		6-12 months
Total	12,700	515			
Total Return Swaps	13,800	20	0.15%		6-9 months



# BGI money funds comprise a small proportion of sub-prime and SIV-related ABCP; some funds have experienced NAV or ratings pressure and have received support from Barclays

UPDATE as of Mar 10th

#### Summary

- Poor market liquidity and price transparency of subprime and SIV-related assets has put downward pressure on valuation for Stable NAV cash funds ("money funds") which contain some (usually limited) exposures to these assets
- In the current climate US clients and media are focused on this issue and several competitors (Bank of America, Legg Mason, CSFB) have taken steps to prevent their funds from "breaking the buck".
- BGI has \$252bn in money funds outstanding as at 4
  March, with approx. \$3.9bn in SIV-related ABCP paper
  that has not been brought on balance sheet by its bank
  sponsor (1.5%), \$3.4bn in sub-prime assets (1.4%), and
  \$1.8bn in Alt-A assets (0.7%) spread across a number of
  funds.
- Selected funds have experienced NAV and/or ratings pressure from defaulted or illiquid securities, and as such a series of support actions have been taken, incl. asset purchases from funds, credit support agreements, and investor payments. These actions are set out in the table.
- We are currently considering whether additional credit support of ~\$150-250m for selected funds is needed

#### **Support Actions to Date**

