



Virgin Money UK PLC
(Company)

LEI: 213800ZK9VGCYYR6O495

5 May 2021

Interim Financial Results 2021 – Investor Presentation

Virgin Money UK PLC will be hosting a presentation today at 08:30 BST (17:30 AEST) for analysts and investors covering the interim results for the six months ended 31 March 2021 – the meeting will be webcast live and the link is available at <https://webcast.openbriefing.com/vmuk-interim21/>

A copy of the presentation is available at <https://www.virginmoneyukplc.com/investor-relations/results-and-reporting/financial-results/> and is attached.

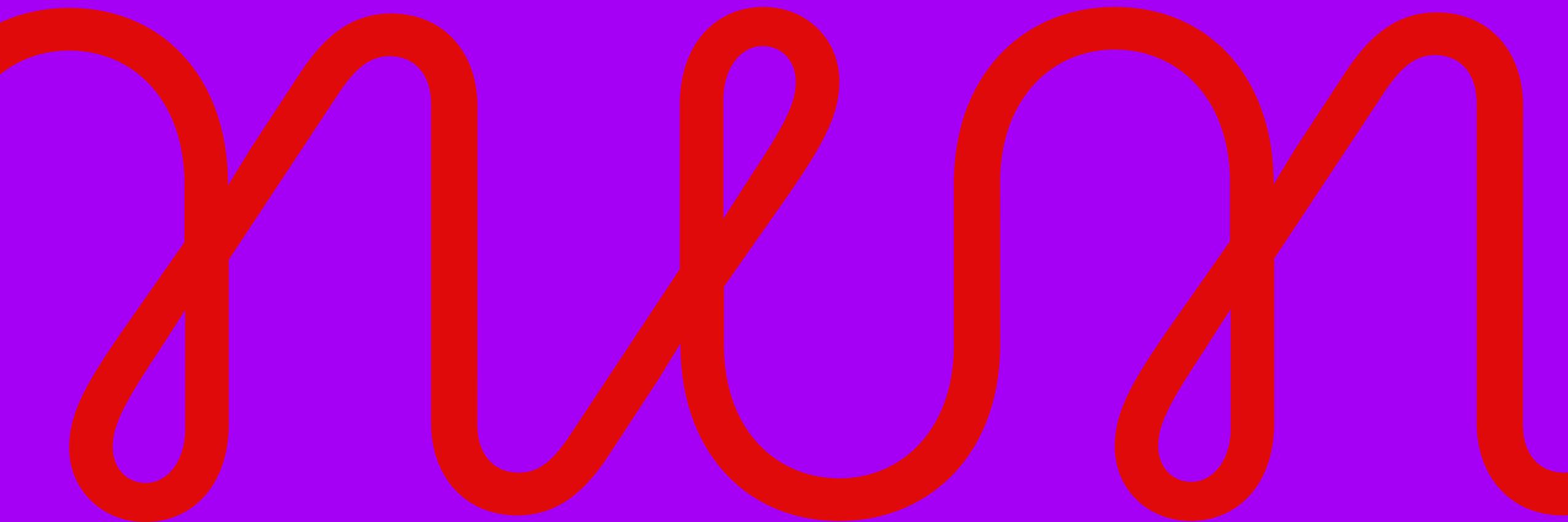
Announcement authorised for release by Lorna McMillan, Group Company Secretary.

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VIRGIN MONEY UK

Interim Financial Results
2021



- 03 Accelerating Digital
- 10 Financial Results
- 23 Conclusion
Q&A



Accelerating Digital

DAVID DUFFY

Chief Executive Officer



Strong financial performance...



Balance sheet mix

- NIM of 1.56% for H1 (1.60% for Q2), improved guidance for FY21
- Relationship deposits +12% HoH; cost of deposits down 20 bps
- Stable lending balances reflecting careful management through Covid-19

Efficiency

- H1 21 costs of £460m; expect further progress in H2
- Underlying cost:income ratio of 62%
- Expect FY21 costs of <£890m; phasing impacted by ongoing restrictions

Asset quality

- Asset quality remains resilient
- H1 21 impairment provision charge of £38m; 11bps cost of risk
- Maintaining strong provision coverage; total credit provisions of £721m

Balance sheet strength

- Capital remains robust: CET1 ratio improved to 14.4%¹
- Significant CET1 management buffer of c.£1.3bn above regulatory minimum

Underlying
ROTE

10.1%

Underlying profit
before tax

£245m

Statutory profit
before tax

£72m

Robust CET1
ratio¹

14.4%

...supported by an improving backdrop

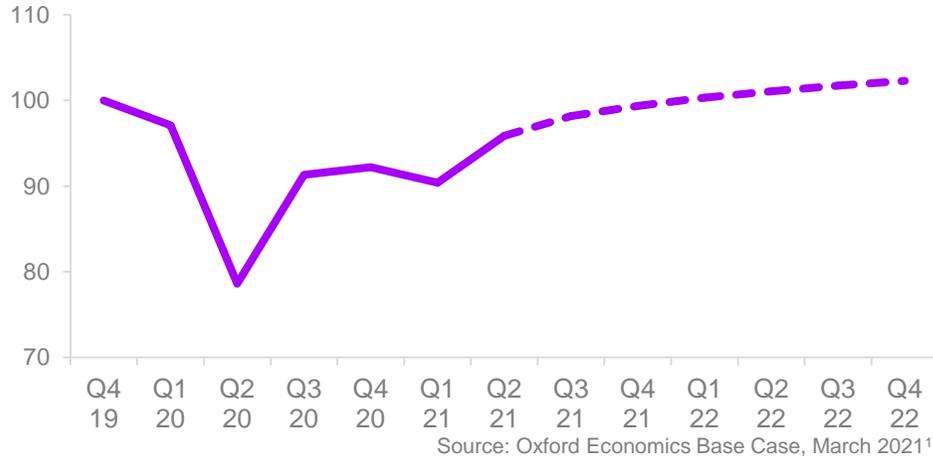


GDP: stronger than anticipated rebound

GDP: indexed to Q4 19



Gathering pace of recovery

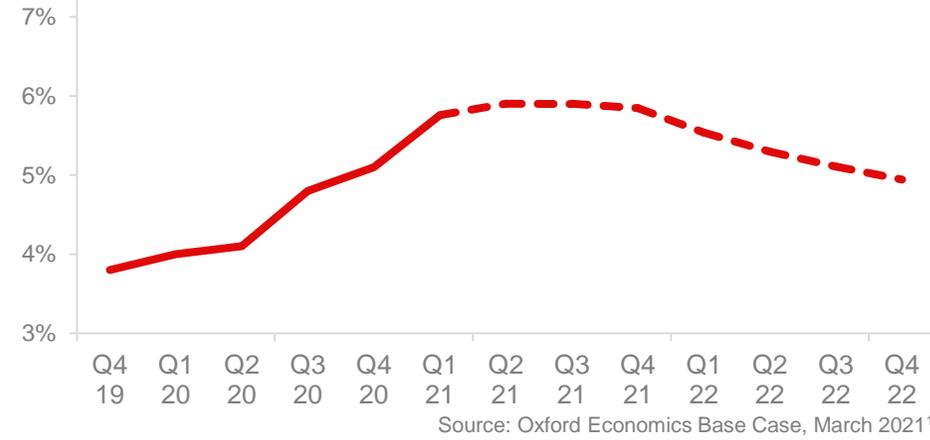


Unemployment: lower than initially feared

ILO unemployment rate



Continued government support

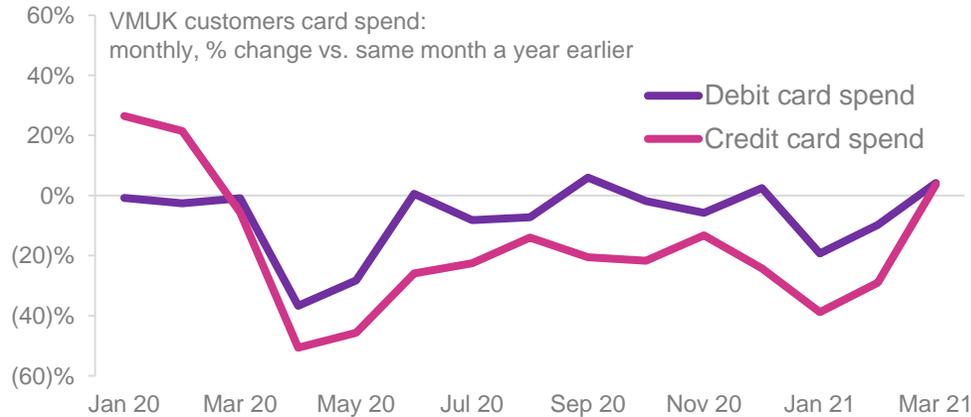


Card activity: improving consumer spending

VMUK customers card spend: monthly, % change vs. same month a year earlier



Lockdown easing

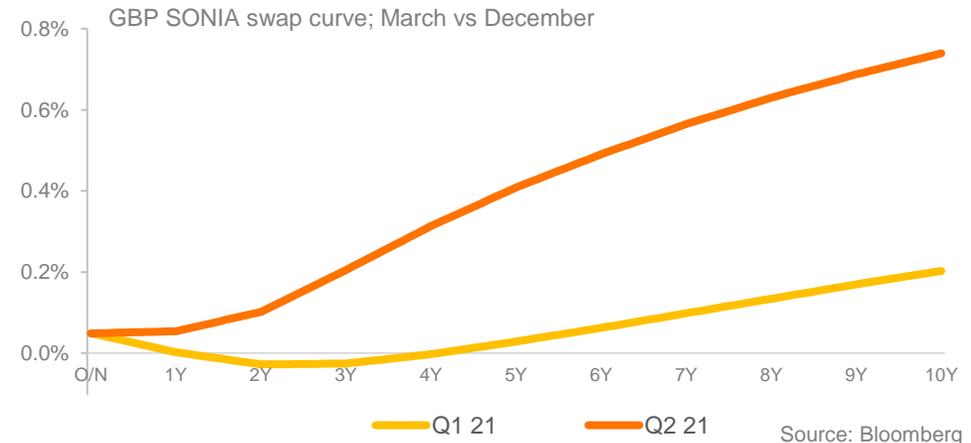


Rates: significant yield curve steepening since December

GBP SONIA swap curve; March vs December



Improving UK rate environment





Digital acceleration will deliver further cost savings



Customer digital engagement 

- Relationship management model
- Self-managed administrative processes
- Reduction in branch visits
- Reduction in cash usage



Support colleague remote working aspirations 

- A "Life more Virgin" operating model
- Flexibility in property footprint
- Aligned leadership model

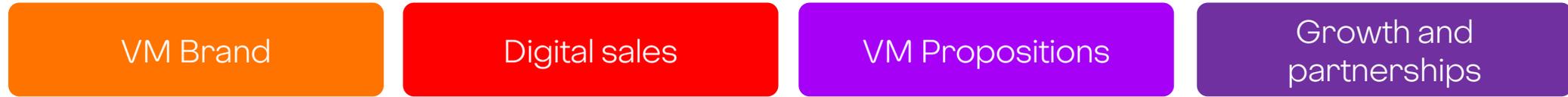


Technology optionality 

- Customer expectations rising dramatically
- FinTech ecosystem potential
- Faster and cheaper process solutions
- Cloud based efficiency

Expect to update further at FY21

Laying the foundations for future customer growth



PCA

- ✓ >95% VM branded new sales
- ✓ c.90% digital sales
- ✓ Brighter Money Bundles with Virgin company offers
- ✓ >90% increase in monthly sales



Credit Cards

- ✓ 100% VM / VAA branded sales
- ✓ 100% digital sales
- ✓ Up to 30% cashback; Buy now Pay later to follow
- ✓ 100k cashback users (2m+ potential)



Personal Loans

- ✓ 100% VM branded sales
- ✓ c.90% digital sales
- ✓ In-app eligibility checker for better decisions in minutes
- ✓ More affluent customers applying post re-brand



BCA

- ✓ 100% VM branded new sales
- ✓ c.60% digital sales
- ✓ Working Capital Health solution launches in H2
- ✓ Building to 20 Fintech partners



Mortgages

- ✓ Single salesforce serving all brokers
- ✓ APIs integrated to 6,000 brokers
- ✓ Home coach app; Green mortgages to launch
- ✓ Significant additional lending opportunities

Building long term customer loyalty – more to come



Power of Virgin Red



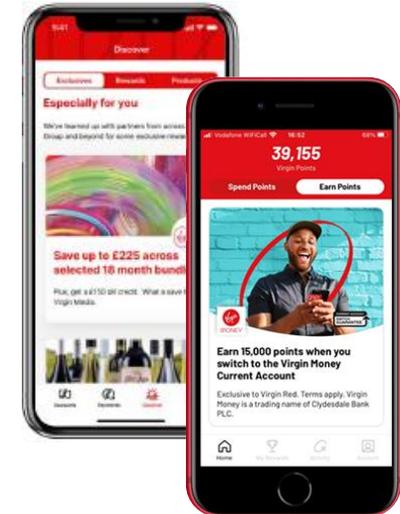
EARN 15,000 POINTS WHEN YOU SWITCH TO THE M PLUS ACCOUNT

Switch to the M Plus Account and receive a mouth-watering 15,000 Virgin Points. What will you do with yours? Indulge in an overnight stay or treat yourself to a truffle-making experience at home? Terms apply.

Virgin Money Rewards



Long-term loyalty value



TODAY

- **Expanding our customer reach:** offer of 15k Virgin Red Points to switch to a VM PCA – a core relationship product
- **Significant Group opportunity:** 17m UK customer relationships¹, 100k+ Red users to date and plans to grow to 1m+; billions of points earned through Virgin Atlantic Flying Club
- **Virgin Red - Earn and spend Virgin points:** launched Feb 2021; 100+ rewards and growing; across Group and beyond
- **Brighter Money Bundles:** Virgin Wine / VMG charity donations, more to follow; c.80k new accounts in H1
- **Cashback:** Merchant funded rewards on Credit Cards, 100k registered customers since launch; extending to debit cards and Businesses
- **In-app rewards:** Exclusive products, discounts from Virgin companies, priority gig tickets, competitions

TOMORROW

- **Reduced acquisition costs:** reduced reliance on aggregators, lower lead fees
- **More valuable customer relationships:** digital only, lower price sensitivity, increased product consideration across the Group to earn points
- **More opportunities to use points:** potential to pay credit card and more with points
- **Expand points earning potential:** more products, transition to “pointsback” from cashback

Building momentum in delivering ESG ambitions



Put our (carbon) foot down

Build a brighter future

Open doors

Straight-up ESG



Green home content in Home Buying Coach app

Agriculture carbon audits pilot



£50 charity donation in Brighter Money Bundles



Business sustainability benchmark white paper



Launch Sustainability-Linked Loans



Pilot green mortgage product

Baseline scope 3 lending emissions; set interim targets

H1 – strong progress across all ESG goals...

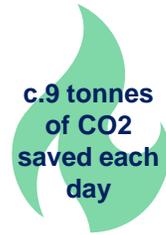
...H2 – with more to come



Readycash customers migrated to M Account

Board gender diversity improved to 33%; more to do

Switched to biogas



Develop ESG training for Board, Leadership and all-colleagues

Climate scenario modelling & TCFD development



Call to action on Poverty Premium

First bank to launch Macmillan Guides for front-line teams

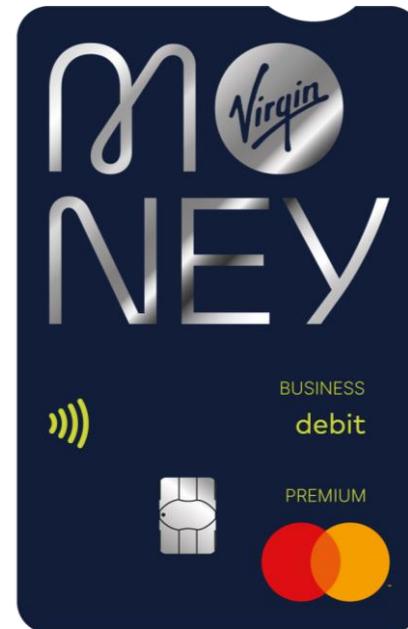
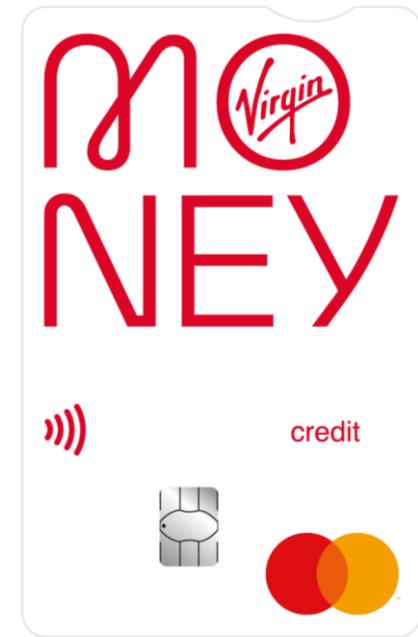


Publish UN PRB report

Publish ethnic diversity strategy and interim targets; further improve senior gender balance

Financial Results

CLIFFORD ABRAHAMS
Chief Financial Officer





Our strategy delivers shareholder value over time

Our strategic pillars



Deliver shareholder value

Demonstrating resilience through Covid-19...
Focus for FY 21

- Defensive balance sheet
- Provision coverage stable at 100bps
- Strong CET1 at 14.4%; 13.9% ex-software
- Return to statutory profit (H1 21: £72m)
- Improved underlying RoTE (H1 21: 10.1%)
- Structural Hedge re-introduced
- Inaugural SST¹ participation this year

Balance sheet resilience



...continuing to transform the bank...
Focus into FY 22

- Further progress to reduce costs; update at FY 21
- Finish Transformation agenda; control exceptional costs
- Reducing cost of funds
- Momentum on new propositions; digital foundations in place
- Dividend considerations

Double digit returns

...building an exciting, growth-led future
Focus for FY 22 and beyond

- Leverage strong brand advocacy
- Fully leveraging digital potential
- Expand NIM
- Above market lending growth
- Improving returns
- Capital generation and return

Profitable growth



Stronger underlying PBT driven by reduced impairments

Underlying P&L	6 months to	6 months to	Change	6 months to	Change
£m	31 Mar 2021	31 Mar 2020	Vs H1 20	30 Sept 2020	Vs H2 20
Net interest income	677	702	(4)%	649	4%
Non-interest income	66	115	(43)%	76	(13)%
Total operating income	743	817	(9)%	725	2%
Total operating and administrative expenses	(460)	(465)	1%	(452)	(2)%
Operating profit before impairment losses	283	352	(20)%	273	4%
Impairment losses on credit exposures	(38)	(232)	84%	(269)	86%
Underlying profit before tax	245	120	104%	4	n.m
Net Interest Margin (NIM)	1.56%	1.62%	(6)bps	1.49%	7bps
Cost of risk	11bps	63bps	52bps	73bps	62bps
Underlying cost-to-income ratio	62%	57%	(5)%pts	62%	0%pts
Underlying Return on Tangible Equity (ROTE)	10.1%	4.6%	5.5%pts	(3.5)%pts	13.6%pts
Underlying Earnings Per Share (EPS)	12.6p	5.7p	6.9p	(4.3)p	16.9p



Return to statutory profit before tax

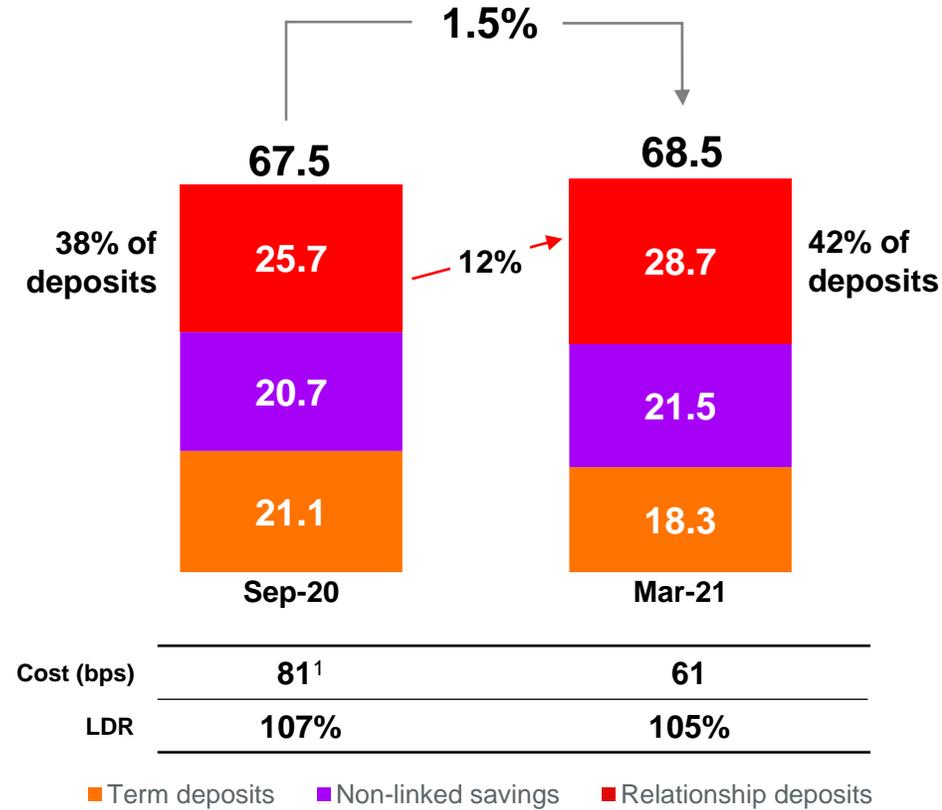
Statutory P&L	6 months to	6 months to	6 months to
£m	31 Mar 2021	31 Mar 2020	30 Sept 2020
Underlying profit before tax	245	120	4
Exceptional items			
- Integration & transformation costs	(49)	(61)	(78)
- Acquisition accounting unwinds	(47)	(57)	(56)
- Legacy conduct costs	(71)	-	(26)
- Other items	(6)	(9)	(5)
Total exceptional items	(173)	(127)	(165)
Statutory profit before tax	72	(7)	(161)
Statutory profit after tax	80¹	22	(163)
Tangible Net Asset Value (TNAV) per share	257.5p	252.5p	244.2p



Improving deposit mix benefiting NIM

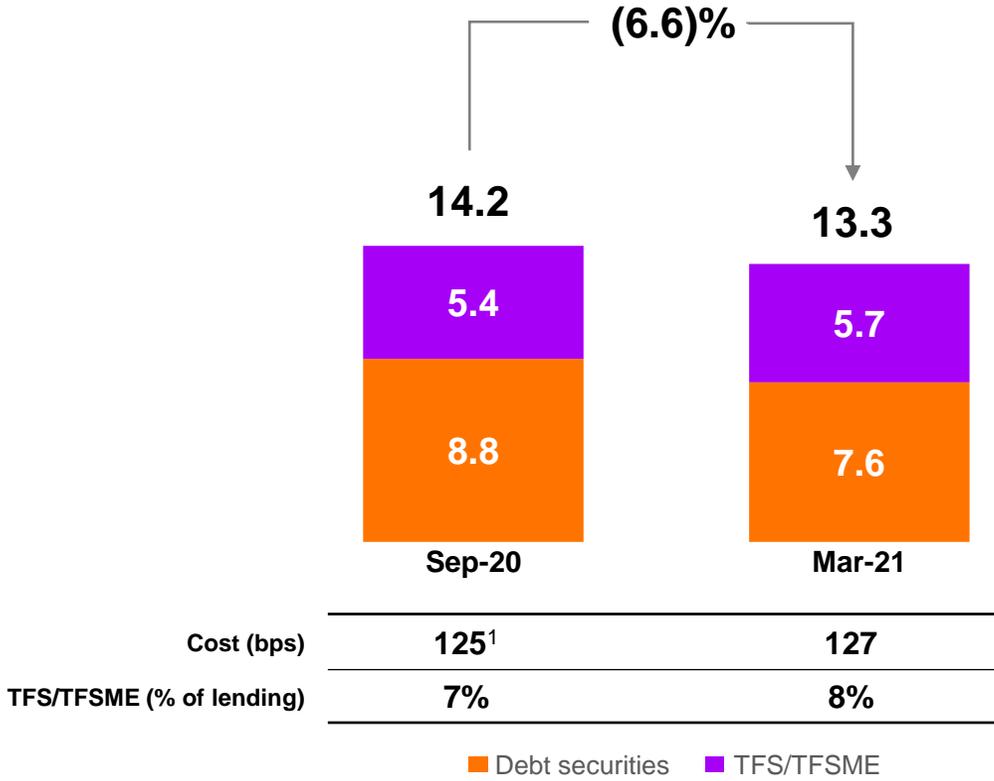
Growth in relationship balances, improved mix

Customer deposit balances
£bn



Retain funding flexibility and managing wholesale mix

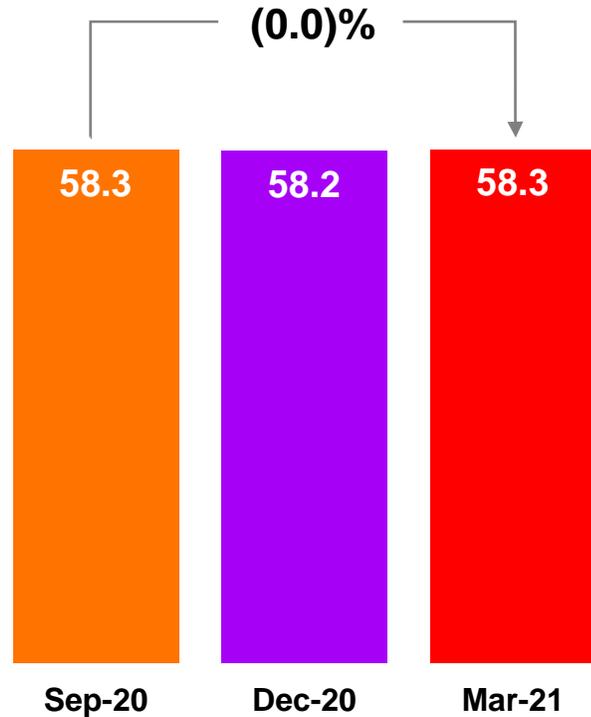
Wholesale funding balances
£bn





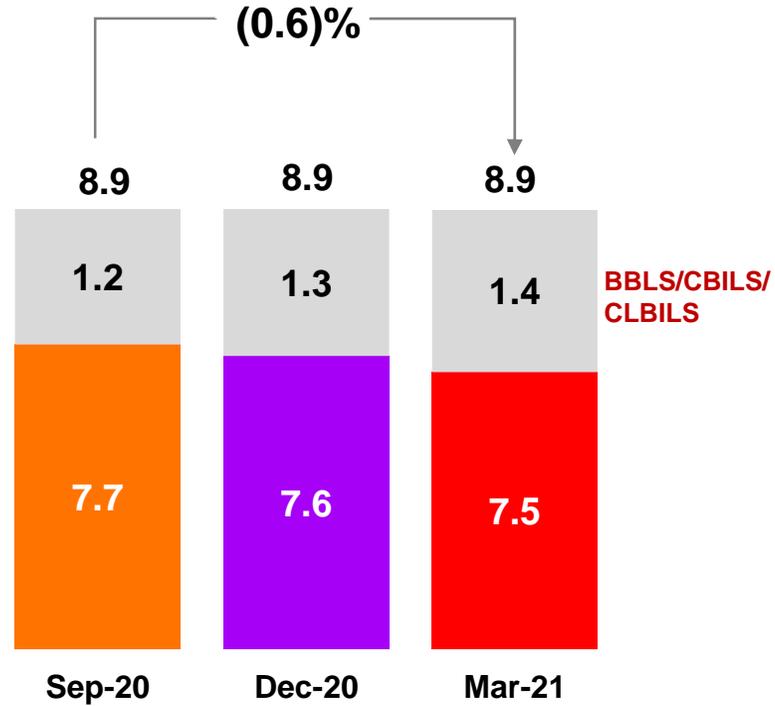
Lending balances stable, reflecting COVID-19 impacts

Mortgages



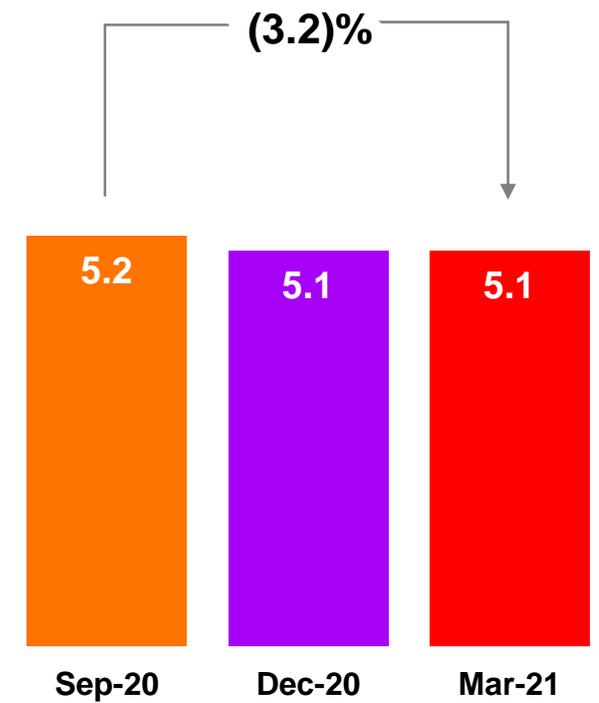
Continue to be selective in pricing focusing on margin over volumes

Business



Growth in Government-guaranteed lending; reduced BAU demand with prudent lending approach

Personal



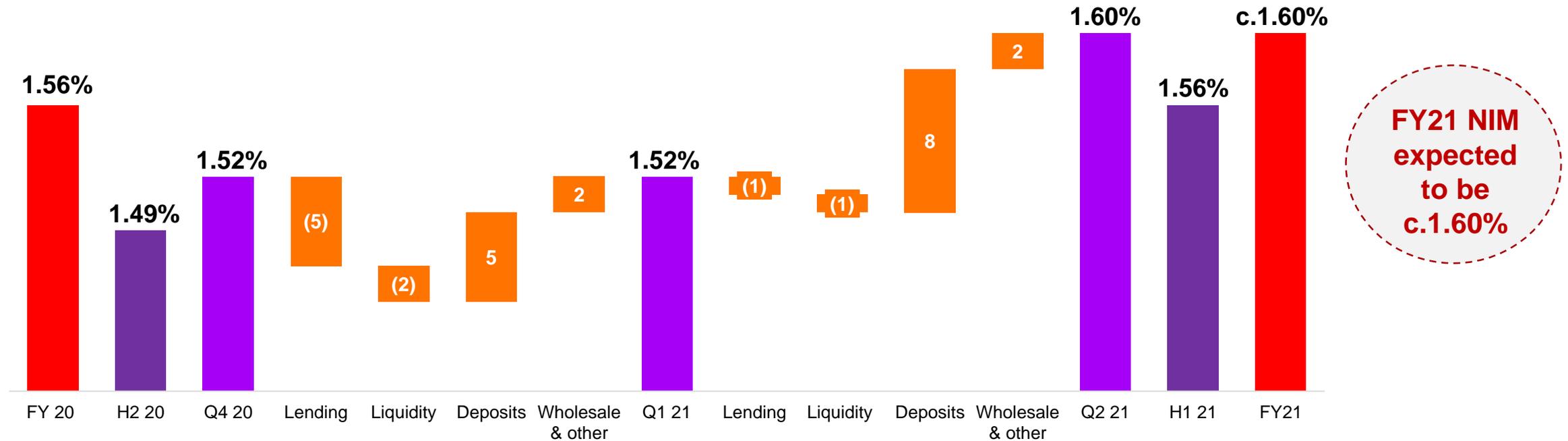
Resilient balances in high quality Virgin Money credit card portfolio



H1 21 NIM expansion; expect FY21 NIM of c.1.60%

Q2 21 margin expansion as deposit repricing impact feeds through

NIM evolution
(bps)

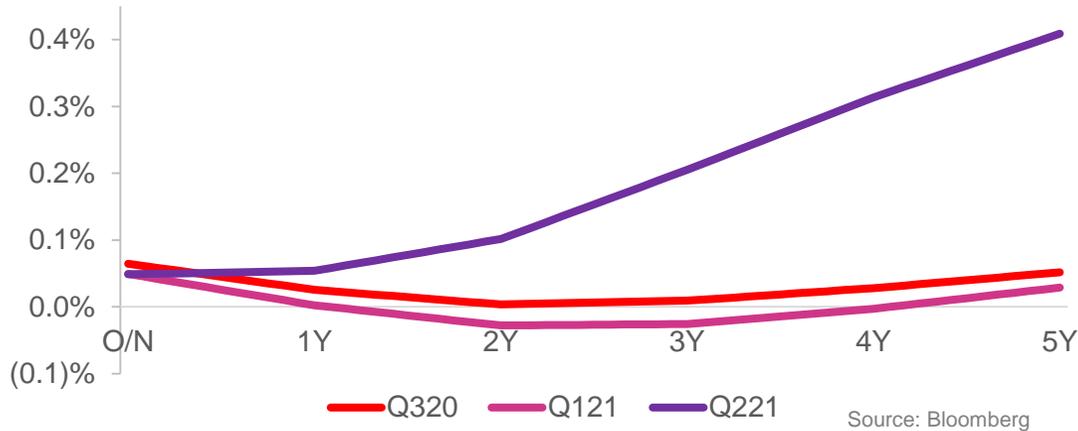




Re-established our structural hedge

Yield curve has materially steepened

Yield curve: Q320 (unwind) vs. Q121 vs. Q221 (restart)¹



Proforma 1yr rate sensitivity to parallel shift, now re-hedged:

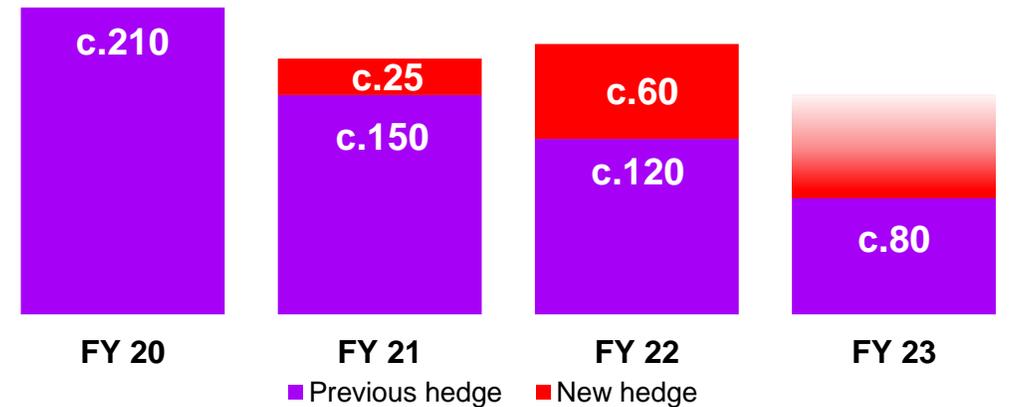
£m	Sensitivity + 25 bps	Sensitivity - 25 bps
NII impact	c.£25m	c.£(10)m

- Improved yield curve benefit locked in
- Rate sensitivity is positively geared to the rising rate environment with updated pass through assumptions

NII impact of restarted hedging programme

NII contributions²

£m



Updated hedge structure

- No impact on existing profile of previous exited 3Q20 hedge
- Updated hedge capacity £25.9bn; now >95% re-invested
- WAL: 2.5yrs using mix of tenors; average yield c.30bps
- Rolling programme 1/60th each month onto new 5yrs swaps



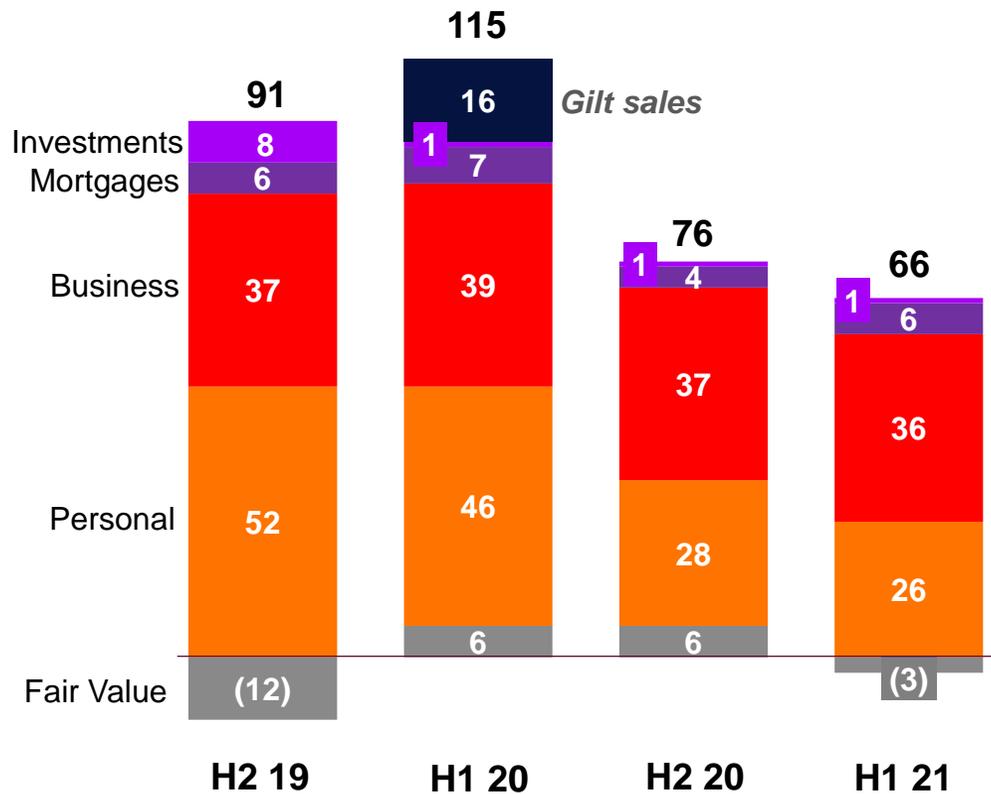
H1 non-interest income reflects lower activity

Subdued non-interest income with lower Personal fees...

...expect to see a limited pick-up depending on economy

Non-interest income

£m



- Lower personal income driven by structural impact of ‘high cost of credit review’ and lower activity based card transaction fees
- Business fees broadly stable, with lower activity offset by higher debit cards income
- Improved Mortgage income vs. H2 20 driven by higher new lending activity
- Expect non-interest income to remain linked to activity levels and the broader economic backdrop

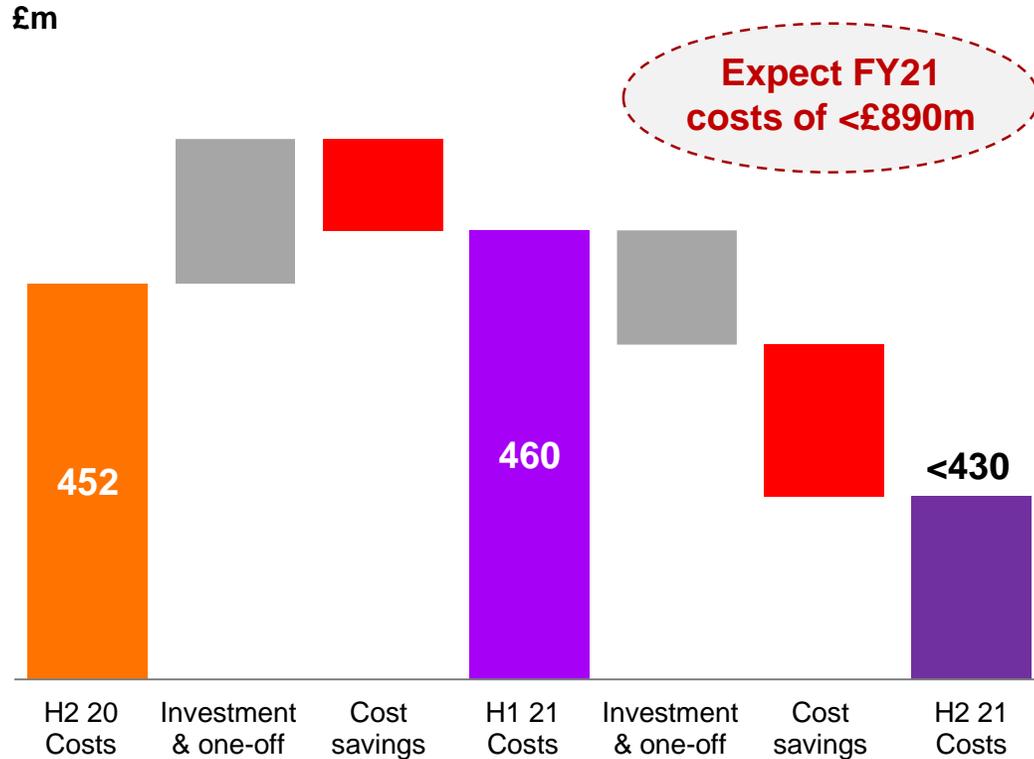
Longer-term opportunities

- ASI JV / Wealth opportunity
- Interchange fee growth from higher card usage
- Build out of Business fee-earning services



Pace of cost reduction building through 2021

H1 Transformation programme savings offset by investment



Improved exit rate into H2 with stronger reduction expected

- H1 cost savings offset by one-offs, increased systems investment and depreciation to support ongoing cost reduction into H2
- H2 outlook underpinned by continued Transformation programme savings, lower investment and non-repeat of one-offs
- Re-phasing of cost reduction through COVID-19 restrictions means higher guidance of <£890m for FY21; strong exit run rate into FY22
- FY21 Transformation costs expected to be c.£100m (of which H1: £49m)
- Further update on digital opportunities and costs alongside FY21

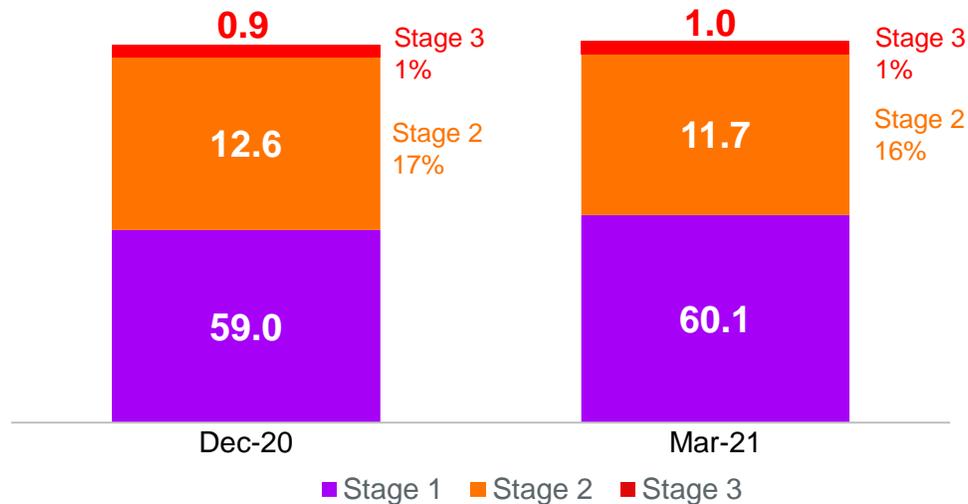


Stable asset quality and provision coverage

Stage 2 reduction; Stage 3 proportion unchanged

Gross loans and advances

£bn



- Mortgages & Business drove c.£1bn of stage 2 reduction
- Business stage 2 declined to 40% (FY20: 44%) as a result of improved economic forecasts
- Mortgages stage 2 also reflects improved forecasts
- Overall stage 3 remained stable at 1%

Provision coverage maintained

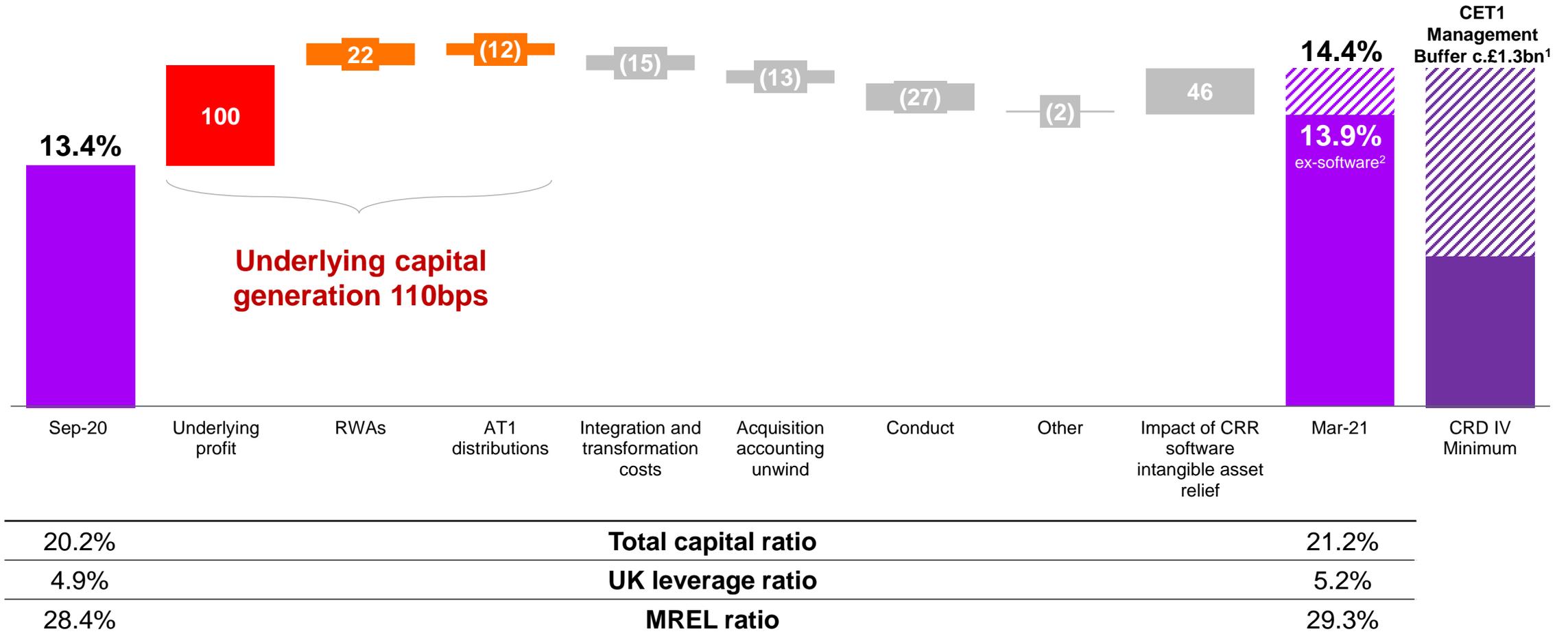
	Dec-20 Coverage Ratio	Mar-21 Gross Loans	Mar-21 ECL	Mar-21 Coverage Ratio	H121 Cost of Risk
Mortgages	20bps	£58.6bn	£132m	23bps	0bps
Personal	603bps	£5.4bn	£293m	603bps	107bps
o/w cards	548bps	£4.3bn	£219m	550bps	128bps
o/w loans & overdrafts	841bps	£1.1bn	£74m	839bps	9bps
Business	394bps ¹	£8.7bn	£296m	398bps ¹	26bps
Total	99bps	£72.8bn	£721m	100bps	11bps

- Refreshed economics reflect improvement in the outlook
- PMAs reflecting economic uncertainty
- Low cost of risk in H1 as no credit deterioration



Improved capital generation

CET1 ratio evolution (bps)





FY guidance improved; medium term outlook unchanged

Clear roadmap to statutory double-digit returns

Our strategic pillars



RoTE elements



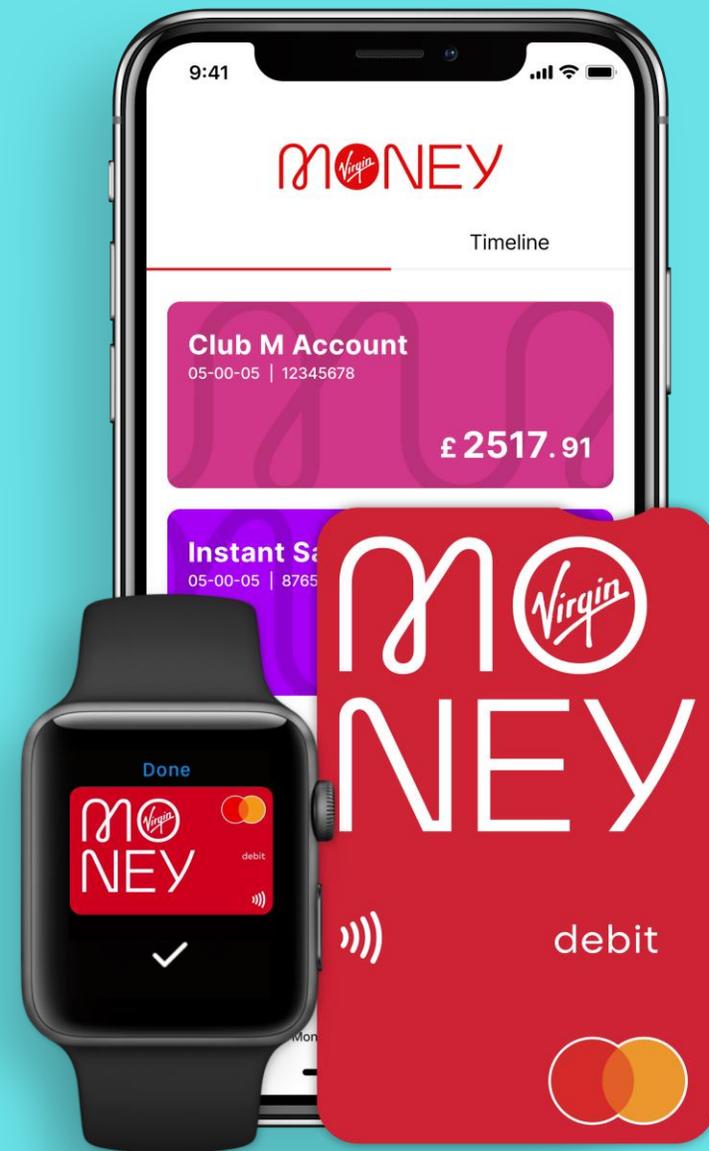
With an improved FY21 outlook

NIM	FY21 NIM of c.1.60%
Costs	Underlying costs of <£890m
Cost of risk	Subdued in near term through FY21
Capital	Expect to continue to exceed 13% by FY21
Dividend	SST outcome and impairment outlook key inputs to our approach to considering dividends

Conclusion

DAVID DUFFY

Chief Executive Officer





Building momentum on strategic delivery

Discipline &
Sustainability



- Delivering strong, strategic progress with an improved trajectory

Super
Straightforward
Efficiency



- Accelerating our digital ambition to drive greater efficiency

Delighted
Customers
& Colleagues



- Enhancing customer experience and delivering new ways of working

Pioneering
Growth



- Leveraging digital capability, the brand and building loyalty to deliver sustainable growth

**Developing significant momentum on our journey to disrupting the status quo
and delivering double-digit returns**

Q&A

DAVID DUFFY

Chief Executive Officer

CLIFFORD ABRAHAMS

Chief Financial Officer



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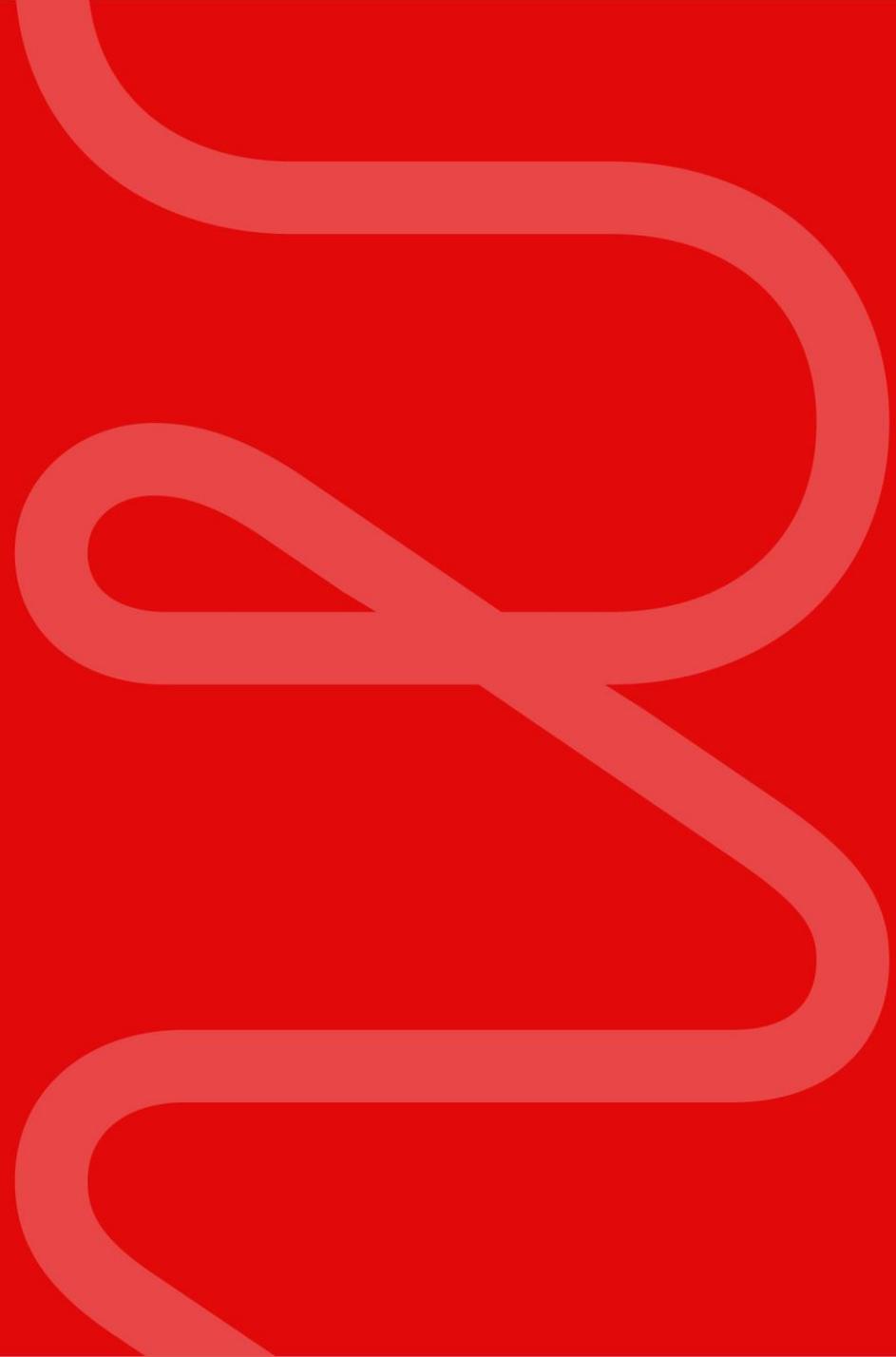
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Appendix



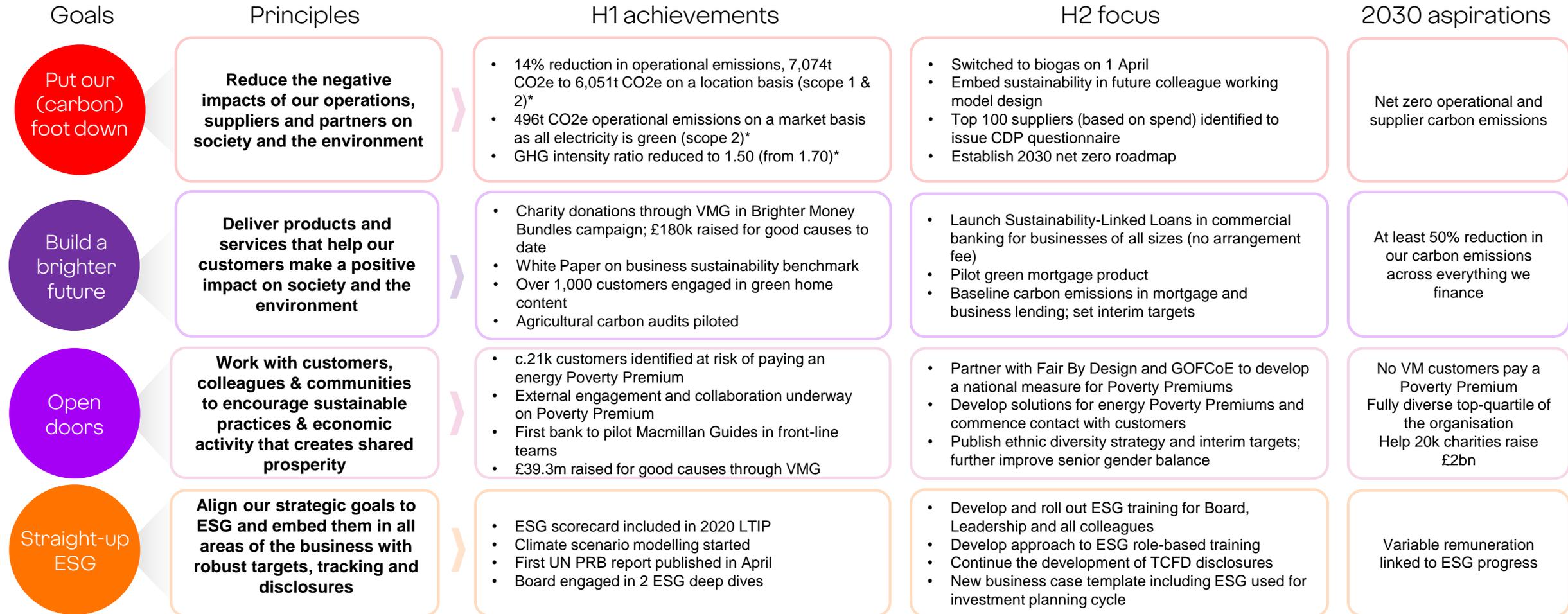
We are delivering the disruptive force in banking



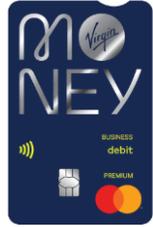
ESG framework: supporting the recovery in the right way



To drive positive social and environmental impact through everything we do to disrupt the status quo



Delivering innovative propositions to disrupt the status quo



Virgin Money
BCA launch

Business
Rebranded



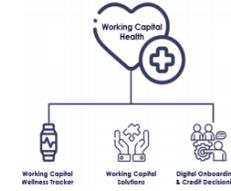
Home Buying
Coach app -
Phase 2 launch

Mortgage API
Connectivity
enhanced

VIRGIN MONEY UK
Stores
re-branded



Improved SME
Onboarding



Working
Capital
Health



Green mortgage
launch

Business

Mortgages

Business

Mortgages

Proposition enhancements delivered as planned...

...with more to come in H2

Personal

Personal

Launched
Brighter Money
Bundles

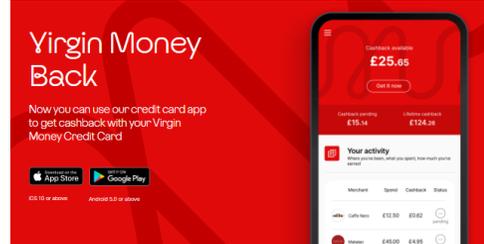
Launched
Club M
account

Exclusive ISA
savings

Cashback
credit card
launch

Buy Now Pay Later
Instalment card
launch

PCA in-app
rewards; including
Debit cashback



Ongoing customer support due to COVID-19

Updated IFRS9 scenarios & weightings; Prudent overlays applied

Conservative economic scenarios

Scenario	Measure ¹	2021	2022	2023	2024
Upside 20%	GDP	8.7%	6.7%	2.1%	1.9%
	Unemployment	4.7%	4.1%	3.8%	3.6%
	HPI growth	4.3%	0.4%	3.5%	4.4%
Base 50%	GDP	0.6%	6.6%	2.5%	2.0%
	Unemployment	7.7%	7.2%	6.7%	6.2%
	HPI growth	0.7%	(3.9)%	(0.6)%	3.1%
Downside 30%	GDP	(4.3)%	6.7%	2.7%	2.2%
	Unemployment	9.1%	8.1%	7.4%	6.9%
	HPI growth	(3.7)%	(10.3)%	(6.0)%	2.2%
Weighted average	GDP	0.7%	6.7%	2.5%	2.0%
	Unemployment	7.5%	6.9%	6.3%	5.9%
	HPI growth	0.1%	(4.9)%	(1.4)%	3.1%

Prudently applied post-model adjustments

	Sep-20 ECL	o/w PMAs	Mar-21 ECL	o/w PMA	Change in PMAs
Mortgages	£131m	£75m	£132m	£97m	£22m
Personal	£301m	£111m	£293m	£67m	£(44)m
Business	£303m	-	£296m	£58m	£58m
Total	£735m	£186m	£721m	£222m	£36m

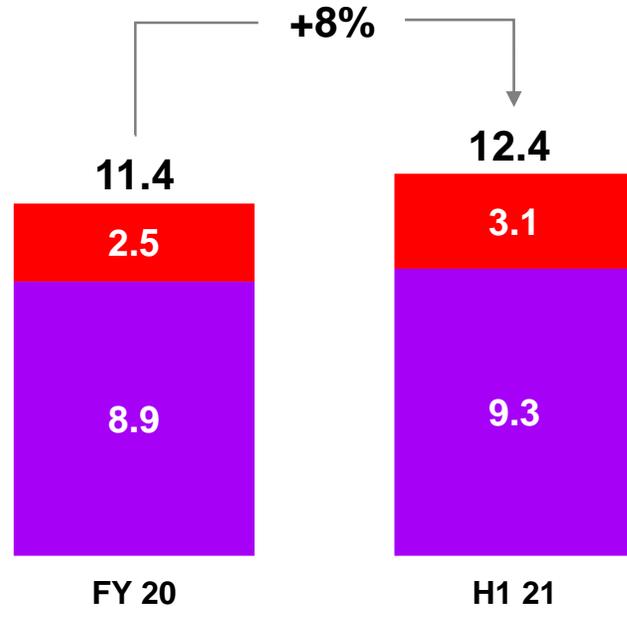
- Remain prudently positioned ahead of removal of Government support schemes
- Maintained conservative coverage levels via additional PMAs offsetting reduced modelled ECL

Relationship deposits – H1 21

Businesses holding higher BCA balances for liquidity

Relationship deposit balances

£bn



Cost (bps)

13¹

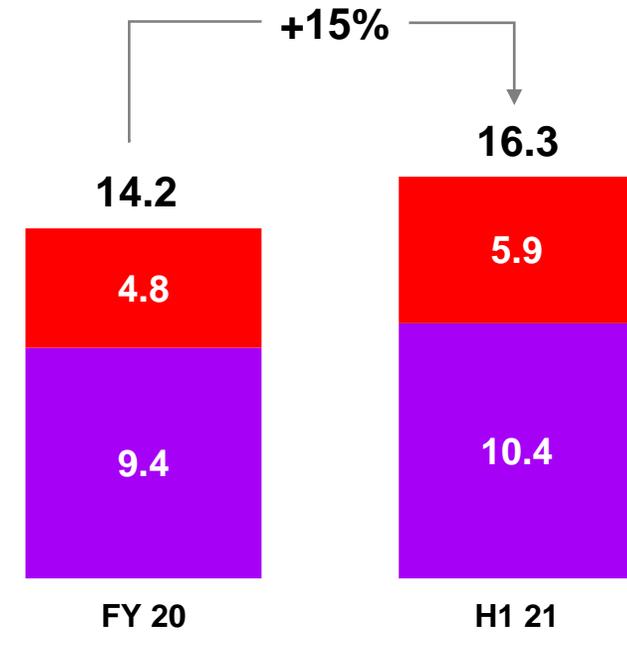
9

■ Business Current Accounts ■ BCA Linked Savings

Strong PCA and linked savings balance growth under lockdown

Relationship deposit balances

£bn



Cost (bps)

25¹

20

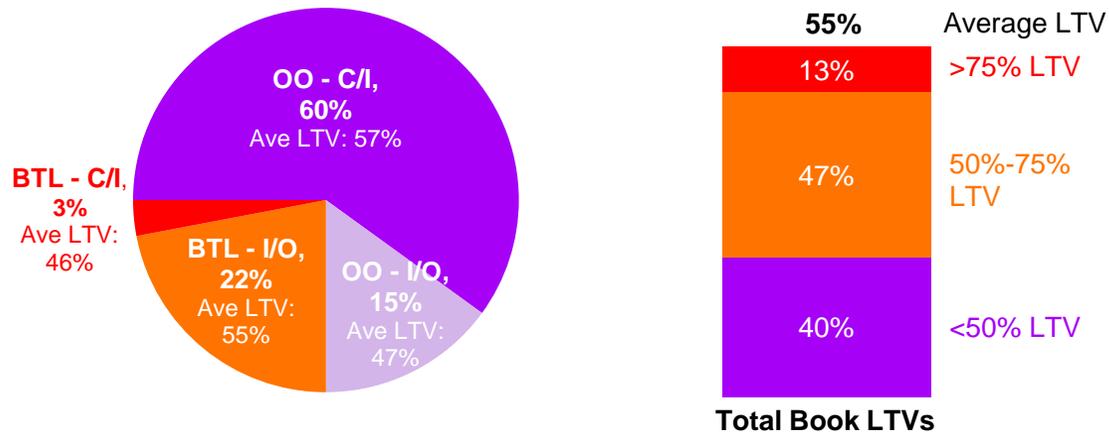
Cost (bps)

■ Personal Current Accounts ■ PCA Linked Savings

Balance outlook will in part depend on economic recovery and customer behaviour

Mortgages: resilient asset quality to date

Low LTV mortgage book weighted towards owner-occupied



A prime book, originated under the highest standards

- Consistent, post-MMR prudent underwriting; no sub-prime/self-cert
- Arrears lower than industry (0.4% vs 0.9¹%)

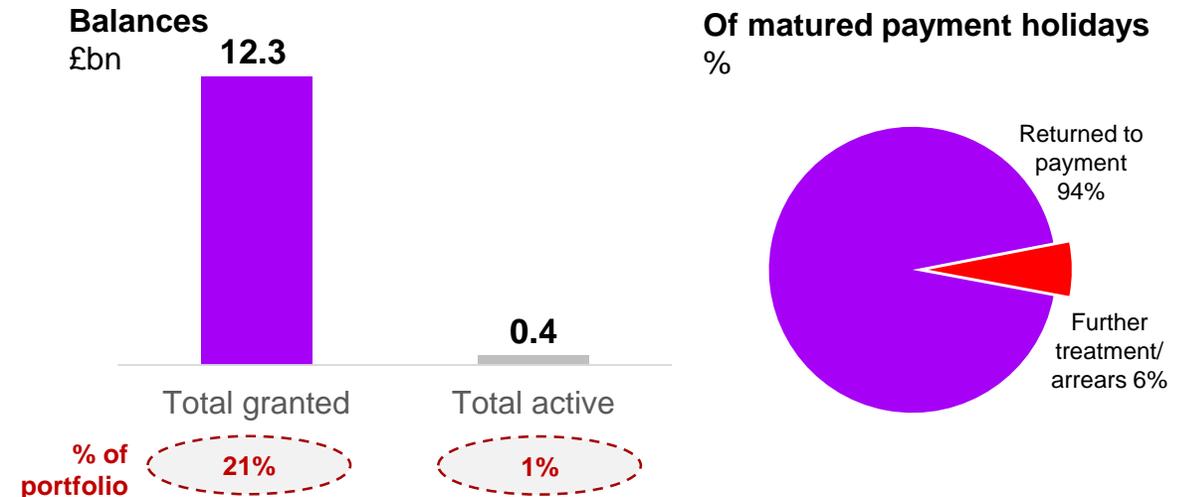
Owner-occupied (75%)

- Average LTV is 56%; <0.5% is >90% LTV
- Average LTI c.3.4x

Buy-to-let (25%)

- Average LTV is 54%; max LTV of 80% for new lending
- Conservative rental and borrower income requirements

Payment holiday customers have largely returned to payment



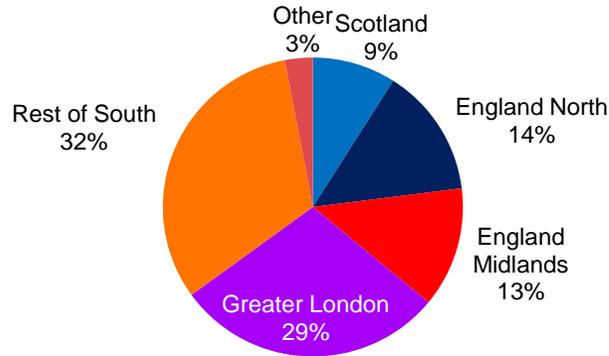
Payment holidays:

- Average LTV of active payment holiday customers is 60% vs 55% for overall portfolio
- Only 6% of customers maturing from payment holiday are currently in arrears or require further treatment; average LTV of 56% for those in arrears/further treatment
- Significantly higher coverage for those in arrears/further treatment

Mortgage Lending – H1 21

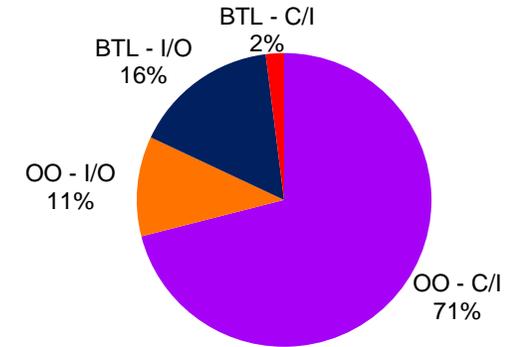
Mortgage lending location¹

Stock of mortgage lending



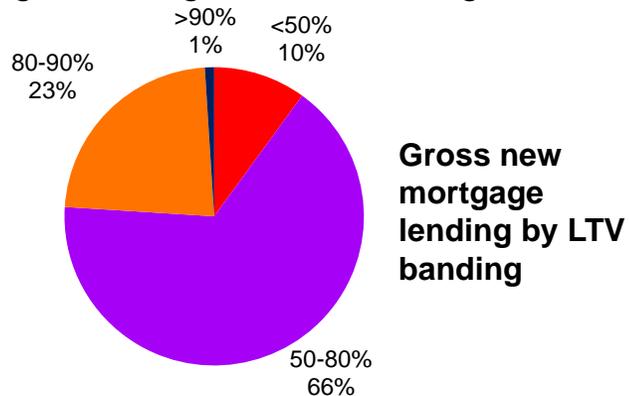
Repayment and borrower profile

Gross new mortgage lending



Loan-to-value of mortgage lending

- 55% average LTV of stock mortgage portfolio
- 69% average LTV of gross new lending



New mortgage flows

	Q3 20	Q4 20	Q1 21	Q2 21 ²
Approvals	£0.9bn	£2.7bn	£3.0bn	£3.1bn
Gross Lending	£1.3bn	£1.7bn	£2.4bn	£2.7bn
Market share	3.1%	2.9%	3.3%	3.3%
% of GL from brokers	87%	87%	84%	85%
Redemptions	£(1.9)bn	£(2.3)bn	£(2.5)bn	£(2.6)bn
Net growth	£(0.6)bn	£(0.6)bn	£(0.1)bn	£0.1bn
Market share of stock	4.0%	3.9%	3.9%	3.9%

Business: key sectors performing in line with expectations

c.£7.5bn BAU book 76% in least and lower-impacted sectors

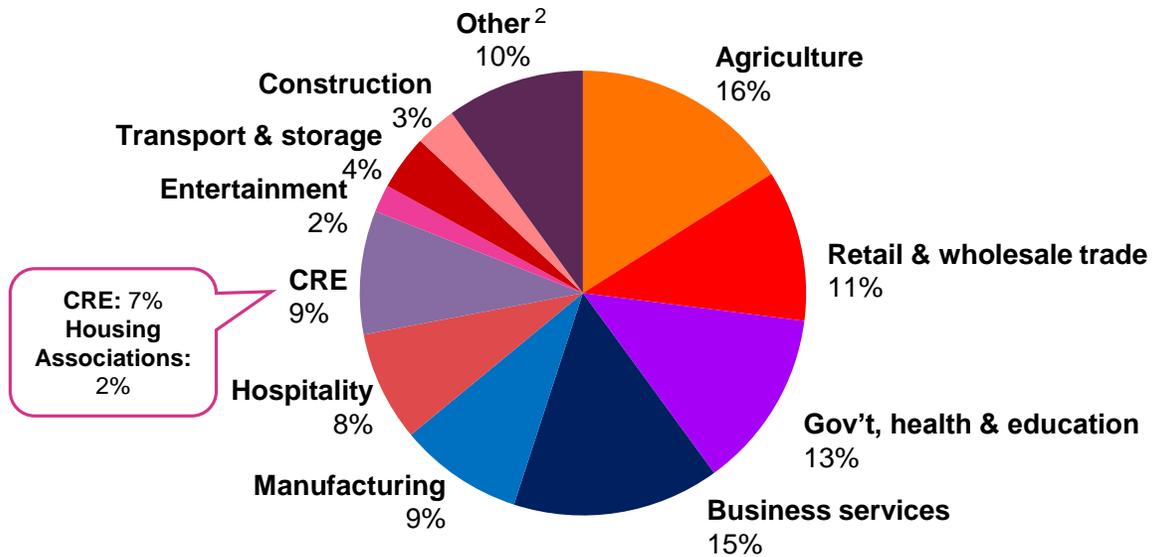
Key drivers of uncertainty

BAU

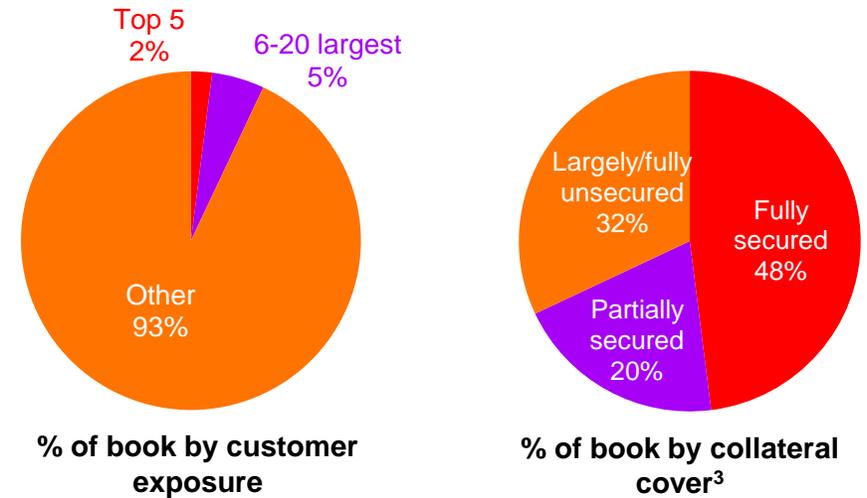
<p>Least exposed £3.4bn 45%</p>	<ul style="list-style-type: none"> • Agriculture, Food & Drink: Resilient performance; strong collateral • Healthcare & social housing: Some operational issues but resilient revenues and performance to date • Utilities (incl. renewables): Stable, strong PDs 	<ul style="list-style-type: none"> • Brexit: Medium-term issues from changes to subsidy regime with farm/food exporters continuing to see headwinds • COVID-19: Resumption of inspections and normalisation in Healthcare
<p>Lower-impacted £2.3bn 31%</p>	<ul style="list-style-type: none"> • Wholesalers, Professional practices: Moved from least exposed at FY20 due to higher Government-scheme lending requests • Specialist hotels: Professional equity backed, prime-location • Other: Diverse includes cost-flexible manufacturers & Transport 	<ul style="list-style-type: none"> • Hotels: Long-term change of customer mix, domestic/overseas, business/leisure could affect sector. Valuations and collateral still strong • Wholesale trade in goods & services: Availability of working capital, downstream risk of customers failing to make payments
<p>More exposed £1.1bn 15%</p>	<ul style="list-style-type: none"> • Business services: Higher levels of Government scheme lending; good access to borrowing & private equity • Legacy property (historic CRE): Remain smaller & well-collateralised; continued low arrears; only 3% of total portfolio 	<ul style="list-style-type: none"> • Pace of recovery: Speed of recovery in business activity is key; also aligning returning employee costs with pick-up in sales activity • Real-estate market: Extent of structural changes impacting market
<p>Higher impacted £0.7bn 9%</p>	<ul style="list-style-type: none"> • Retail: Substantial Government support being provided; exposed to further lockdowns • Legacy hospitality & Entertainment: Operationally challenged, but significant government support at present 	<ul style="list-style-type: none"> • Lockdown exit: sectors remain exposed to speed of recovery in activity levels and whether there are local lockdowns or sub-sector restrictions remaining in place
<p>Govt. scheme lending £1.4bn</p>	<ul style="list-style-type: none"> • BBLs: £0.97bn lent; 2/3rds to previously deposit-only customers • CBILs/CLBILs: £0.45bn c.80% to existing lending customers • As would expect, sector skew is to more exposed / higher impacted 	<ul style="list-style-type: none"> • Debt management/PAYG¹: PAYG will extend BBLs book maturity, by uncertain amount. Also likely to give first indication of default/fraud rates and scale of debt management challenge. • Liabilities impact: c.75% of loans remain on deposit, but may unwind as businesses potentially begin to use liquidity

Business Lending – H1 21

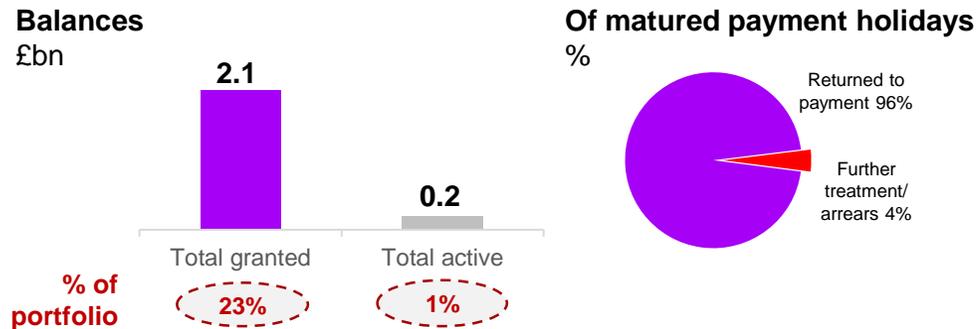
Business lending portfolio by industry sector¹



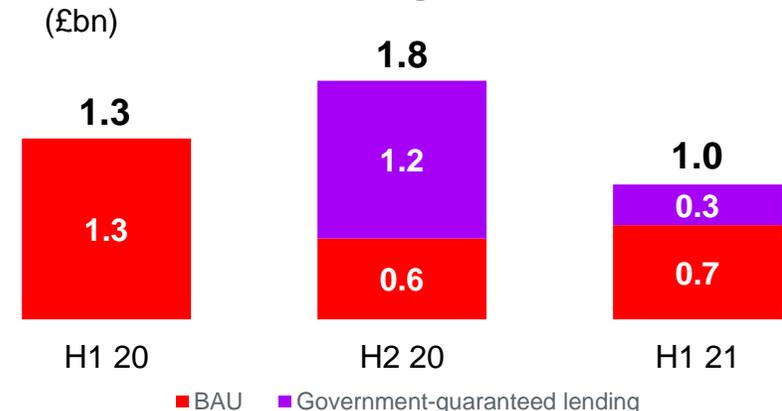
Business lending portfolio



Capital repayment holidays



Business banking drawdowns⁴



Credit Cards: asset quality & origination discipline maintained

High quality cards book (£4bn): well positioned for uncertainty

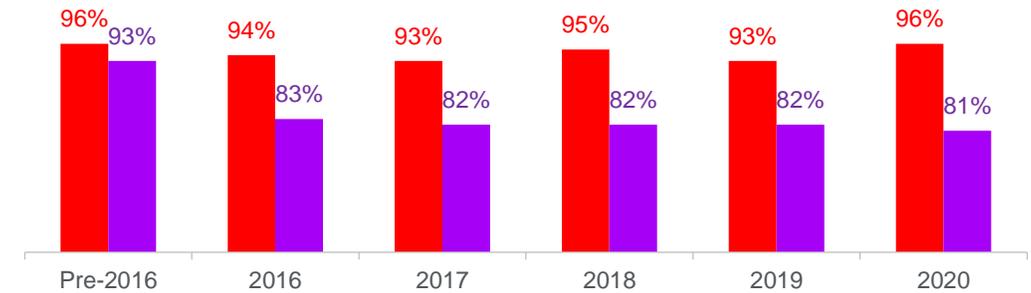
- c.2m customers; c.95% of balances originated through VM brand
- Upper-end of mass market customers; no credit impaired or CCJs; c.85% originated post-2015 with prudent underwriting
- Arrears at 1.2% vs industry¹ of 1.9%; BT arrears of 1.1%; non-BT arrears of 1.4%
- Balance transfers now c.70% of cards portfolio; c.17% balances maturing from promo periods in next 6 months
- Low risk appetite reflected through higher customer acquisition cut-offs; higher indebted/lower affluence declined; affordability tested for stressed income on fully drawn line at 33.9% APR

Strengthened originations; defensive high-quality BT-led book

High quality origination: via prudent underwriting standards

% accounts in higher quality segments (with <2.5% expected unit loss rate) by acquisition year

■ Virgin Money brand ■ Industry



Source: Industry data Verisk Financial | Argus. Jan-Dec 20; Industry comparators covering c.90-95% of the UK cards market and verified vs. UK Finance published figures

Leading to lower delinquency: arrears well below industry



Source: Industry data Verisk Financial | Argus Feb-21 Flash Report
Note: Industry arrears only available up to Feb-21

Credit cards customer profile

	VM ²	Industry average ³
Average customer age	42	
Average income	£41k	
% homeowners	71%	
% self-employed	9%	
% debt to income	23%	28%
% persistent debt	3.7%	5.9%

¹ Arrears defined as 2+ cycles past due; Industry data Verisk Financial | Argus to Feb-21

² Customers originated through VM brand since 2015; persistent debt reflects VMUK portfolio

³ Sources: TUC and Verisk Financial | Argus

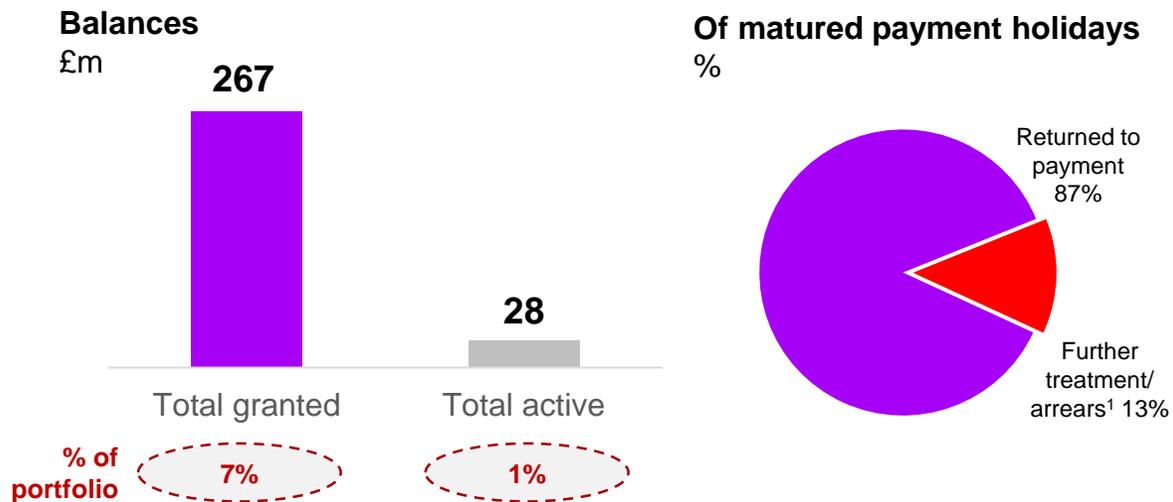
Personal: resilient quality supported by payment holidays

Cards: Post payment holiday performance is as expected

- Continue to identify and provide proactive support to impacted customers
- Lower proportion of payment holiday requests from balance transfer customers relative to the overall book

Payment holidays:

- Payment holiday coverage at c.22% vs 5.5% overall book

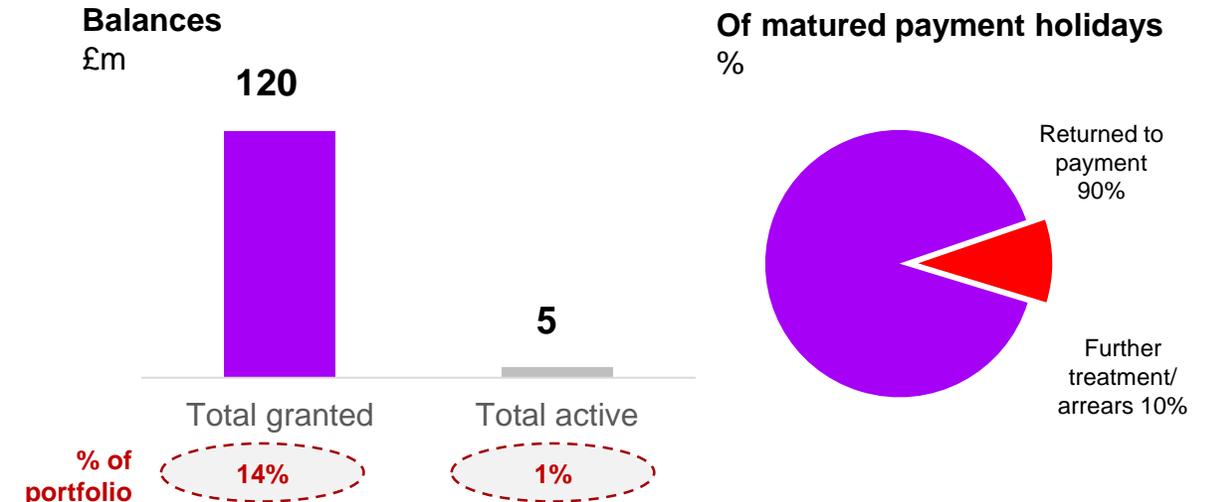


Personal Loans: Encouraging early payment holiday exit levels

- Maintained prudent criteria, with limited appetite for potentially lower resilience segments i.e. self-employed, higher indebtedness
- Strong customer profiles (85% homeowners, low self employed, higher average income levels)
- Loan and overdraft arrears at 0.7% >90 DPD (FY20: 0.5%)

Payment holidays:

- Payment holiday coverage at c.20% vs 8.4% overall book²



Balance sheet

£m

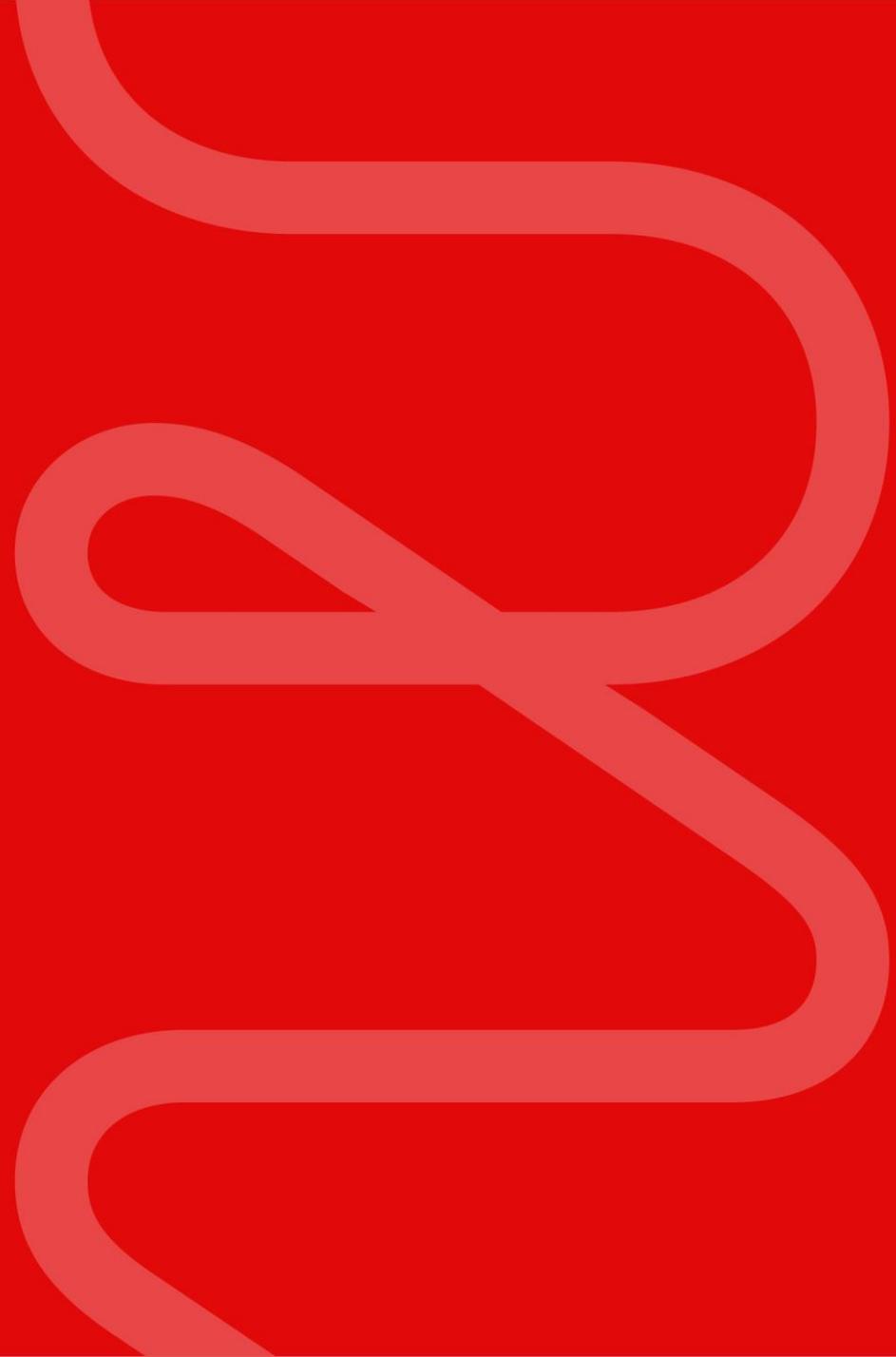
	at Mar 2021	at Sep 2020
Mortgages	58,270	58,290
Business	8,891	8,948
Personal	5,050	5,219
Total customer loans	72,211	72,457
Other financial assets	15,884	15,608
Other non-financial assets	2,044	2,194
Total assets	90,139	90,259
Customer deposits	68,538	67,511
Wholesale funding (excl. TFS / TFSME)	7,631	8,819
TFS / TFSME	5,658	5,408
Other liabilities	3,232	3,589
Total liabilities	85,059	85,327
Equity and reserves	5,080	4,932
Liabilities and equity	90,139	90,259

Risk weighted assets

£m

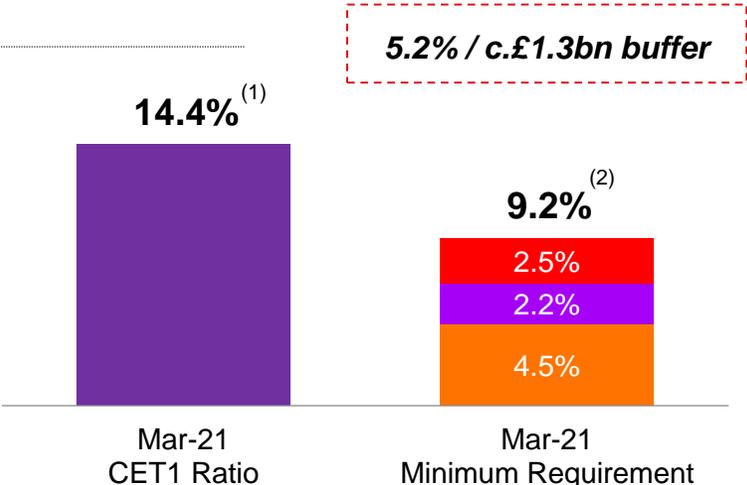
	at Mar 2021	at Sep 2020
Mortgages	9,627	9,484
Business	6,436	6,716
Personal	4,018	4,151
Other	1,210	1,137
Total credit risk	21,291	21,488
Credit valuation adjustment	139	175
Operational risk	2,557	2,557
Counterparty risk	165	179
Total RWAs	24,152	24,399
Total loans	72,211	72,457
Credit RWAs / total loans	29%	30%
Total RWAs / assets	27%	27%

Fixed income investor appendix

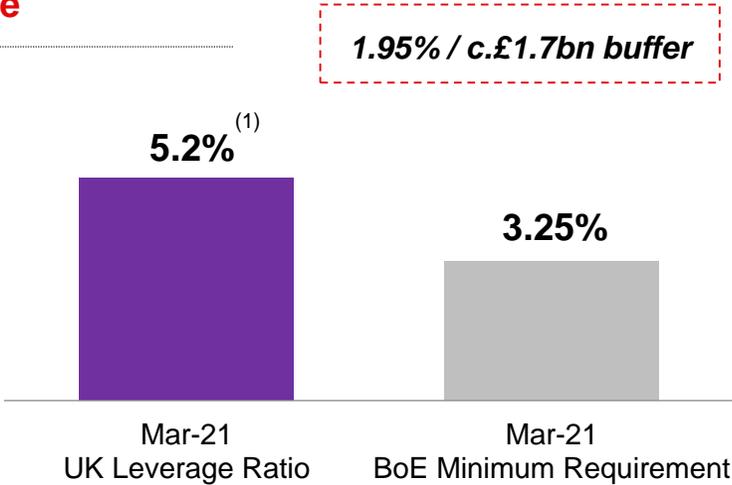


Strong capital with significant buffers above regulatory minimums

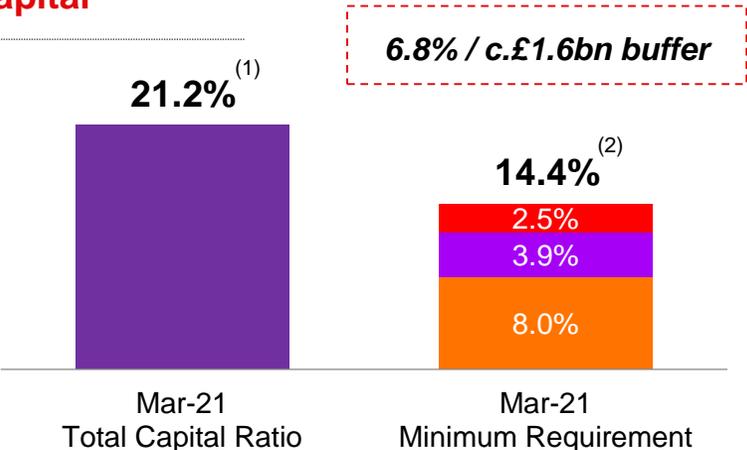
CET1



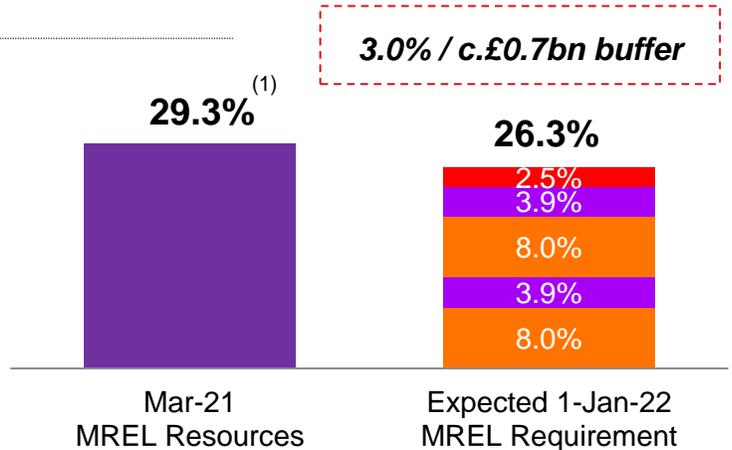
Leverage



Total Capital



MREL

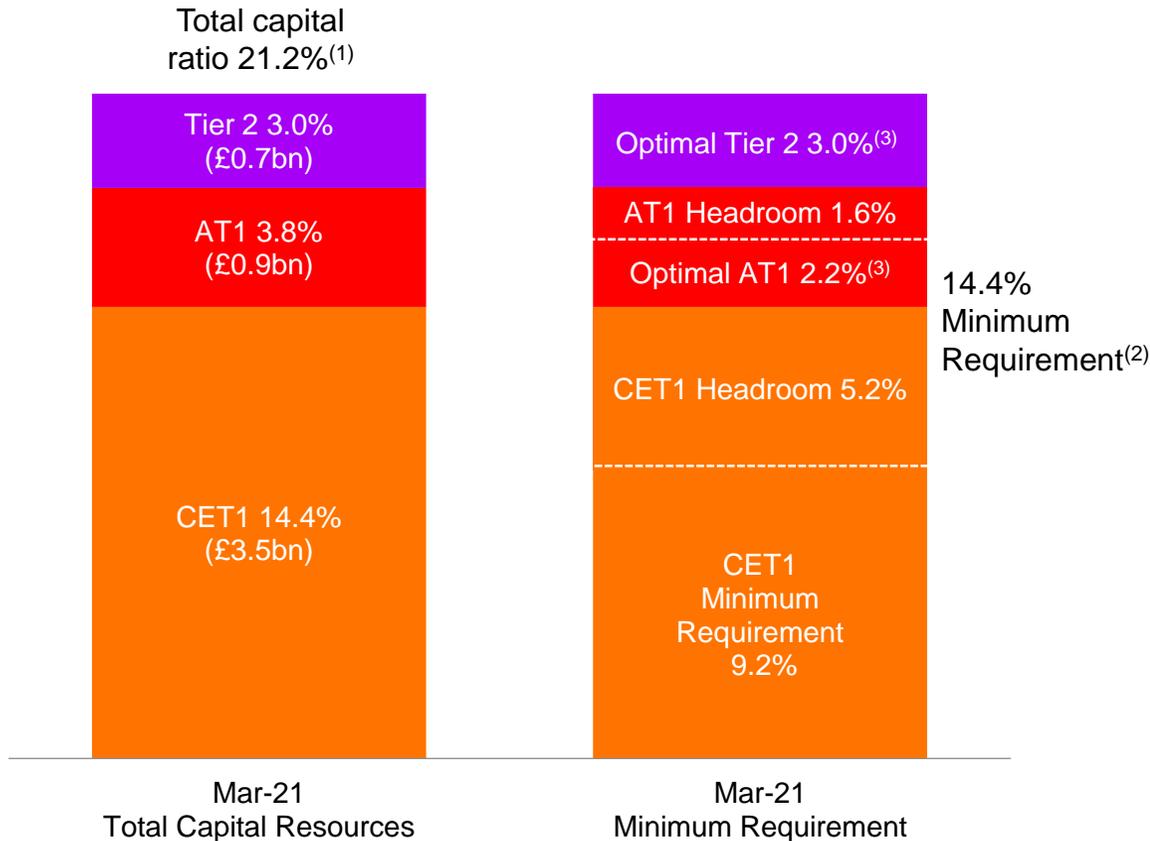


↑ £0.5 of MREL senior debt planned in FY21

(1) IFRS 9 transitional basis
(2) CRD IV Minimum Requirement

Well established capital stack

Capital stack breakdown



Aim to manage capital structure in an efficient manner

- Excess capital of 6.8% largely due to excess CET1
- No FX exposure in the capital structure, providing stability during periods of market volatility
- On both AT1 and T2 needs, we look to regulatory optimum levels as a minimum and then judge a prudent headroom over and above that takes into account potential RWA volatility. Over time we look to manage that headroom in an efficient manner without changing overall loss absorbing capacity
- VMUK has Available Distributable Items (“ADIs”) of £790m; representing 10 times its 2021 AT1 coupon payments of £79m

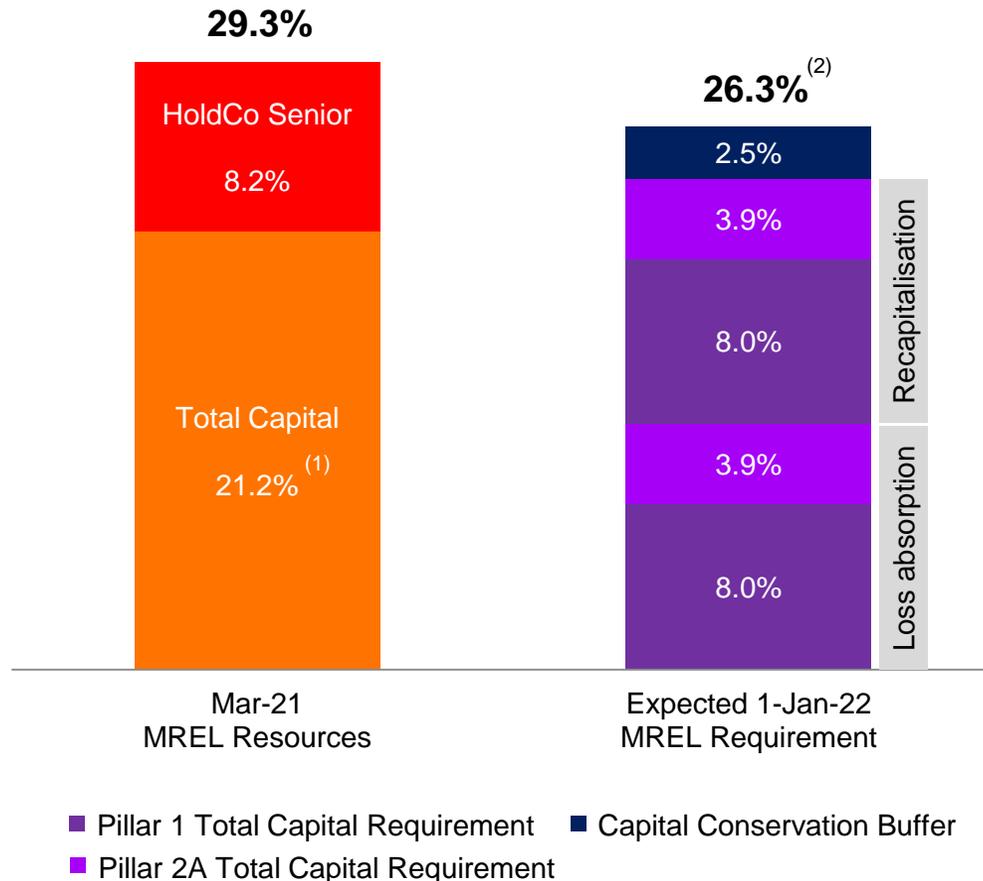
(1) IFRS 9 transitional basis

(2) CRD IV Total Capital Minimum Requirement

(3) The Group is required to meet its Pillar 1 and Pillar 2A capital requirements with at least 56.25% CET1 capital, no more than 43.75% AT1 capital and no more than 25% Tier 2 capital. From an optimal perspective, the Group would therefore meet its Pillar 1 and Pillar 2A requirements with 56.25% CET1, 18.75% of AT1 and 25.00% Tier 2. “Optimal AT1” is therefore defined as (Pillar 1+Pillar 2A)*18.75% and “Optimal Tier 2” is defined as (Pillar 1+Pillar 2A)*25.00%.

Well positioned for end-state MREL requirements

MREL in excess of expected end-state requirement



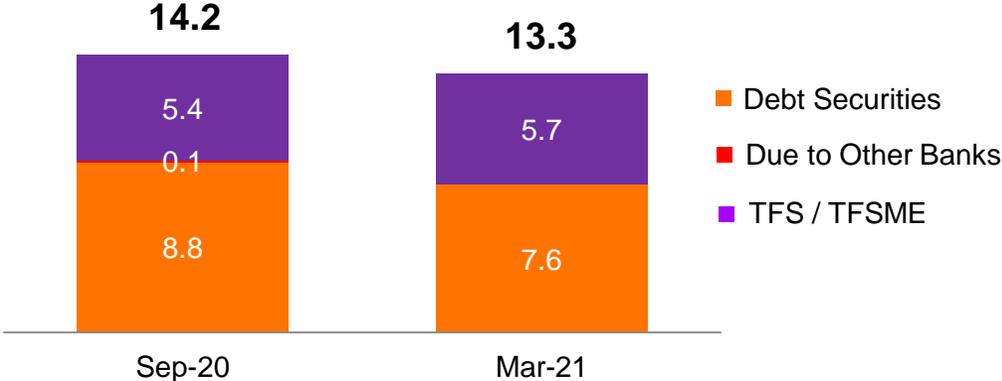
FY21 issuance focused on building prudent management buffer

- In Jan-21, the Bank of England published the Group's interim and end-state MREL requirement
- Pillar 2A Total Capital requirement reduced to 3.9% in H121 and is now set in nominal terms, providing stability should RWAs increase during periods of stress
- MREL ratio of 29.3% comfortably exceeds both interim and end-state MREL requirement
- Future MREL issuance is focused on building a prudent management buffer to regulatory requirements
 - Planned issuance of £0.5bn of MREL-eligible senior unsecured debt in FY21

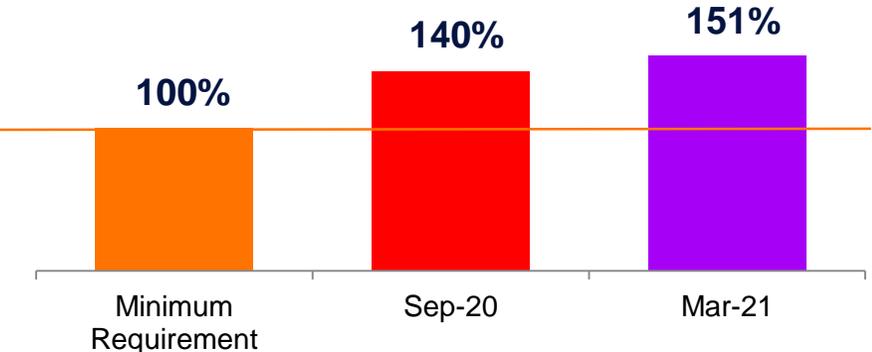
Strong funding & liquidity position

Significant excess liquidity...

Wholesale Funding (£bn)



Liquidity Coverage Ratio



...modest 2021 Wholesale Funding requirement

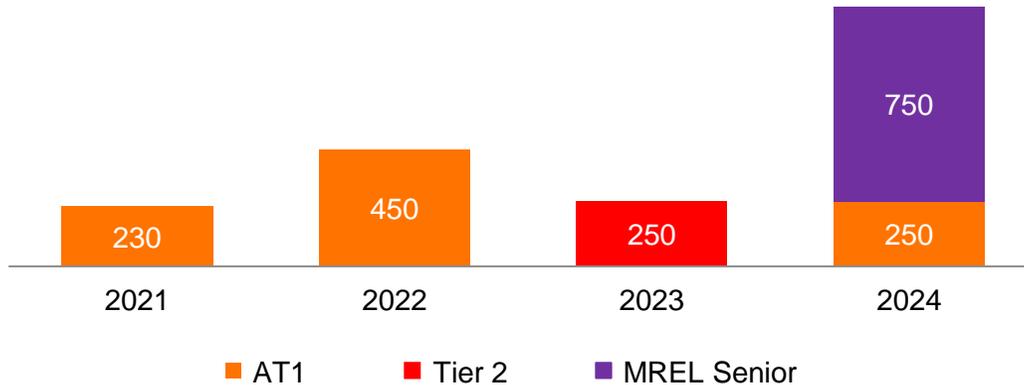
- LCR of 151% well above regulatory requirement of 100%, equivalent to a surplus of c.£3.9bn
- No reliance on short-term Wholesale Funding
- £1.5bn of TFS repaid in H121, £2.6 billion outstanding; initial TFSME allowance of £7.2bn, £3.1bn drawn as at H121
- Access to TFSME and deposit inflows leaves modest 2021 funding need

FY21 Issuance Plan

Secured	MREL Senior	Capital
Responsive to deposit flows; expect max 1 trade	£0.5bn	Broadly limited to refinancing

Potential to reprice wholesale funding liabilities

Upcoming unsecured redemptions (2021-2024)⁽¹⁾



	Security	First Call Date	Issue Coupon / Spread	Current Yield / Spread ⁽²⁾	Differential (bps)
AT1	£230m AT1	10/11/2021	8.750%	3.492% ⁽³⁾	(503)
	£450m AT1	08/12/2022	8.000%		
	£250m AT1	08/06/2024	9.250%		
	WA Coupon		8.522%		
T2	£250m Tier 2	14/12/2023	7.875%	2.165% ⁽³⁾	(571)
MREL	£300m Senior	22/06/2024	G+250 bps	G+161 bps	(89)
	€500m Senior	24/06/2024	MS+325 bps	MS+97 bps	(228)

Present an opportunity to reduce cost of Wholesale Funding

- £930m of AT1, £250m of Tier 2 and c.£750m equiv of MREL senior approaching first call date over 2021-2024
- Future call decisions will be assessed on a broad economic basis, balancing factors including the relative funding cost, current and future regulatory capital and MREL value, rating agency treatment and wider wholesale funding needs - subject to PRA approval
- As of today, market pricing for VMUK has improved across AT1, Tier 2 and MREL Senior since issue, with current secondary market trading levels materially tighter
- This presents an opportunity to reduce the cost of the Group's wholesale funding over time

Credit & ESG Ratings

		Virgin Money UK PLC	Clydesdale Bank PLC	Commentary
CREDIT	Moody's	<i>Long-term</i> <i>Short-term</i> Baa3 Stable P-3	Baa1 ⁽¹⁾ Stable P-2	No impact following the UK sovereign downgrade in October 2020, as the Group's ratings do not include any government support uplift. Relunched its Request For Comment on proposed changes to its Bank Rating Methodology in April 2021.
	Standard & Poor's	<i>Long-term</i> <i>Short-term</i> BBB- Negative A-3	A- Negative A-2	Negative outlooks on most UK banks, citing the potential earnings, asset quality and capitalisation pressures arising as a result of the Covid-19 pandemic. On 22 January 2021, S&P upgraded the long-term rating of Clydesdale Bank PLC by one notch to A-, reflecting the Group's improved additional loss-absorbing capacity following Virgin Money UK PLC's MREL issuance.
	Fitch	<i>Long-term</i> <i>Short-term</i> BBB+ Negative F2	A- Negative F2	Negative outlooks on most UK banks, citing the deep near-term damage to the UK economy and significant weakening in the UK's public finances caused by the Covid-19 outbreak, in addition to lingering Brexit uncertainty
ESG	Sustainalytics		27.5	Last update: 21 May 2020; 3.3 point improvement versus previous score
	MSCI		BBB	Last update: 23 March 2021; upgraded 1 notch in 2020 from previous score

Virgin Money Fixed Income Investment Proposition

Key points

- Defensive lending portfolio, 81% UK secured mortgages
 - No material deterioration in asset quality to date across portfolios
 - Conservative economic scenarios and weightings
 - Strong capital base, well positioned for end-state MREL requirements, high levels of liquidity
 - Significant progress on ESG journey, ESG ratings improving
- **Currently trade wide of Peers in debt markets, although differential reducing**

Asset Quality

11bps
Cost of Risk

£721m
Total Credit Provisions

100bps
Coverage Ratio

Capital & Leverage⁽¹⁾

14.4%
CET1 Ratio

21.2%
Total Capital Ratio

29.3%
MREL Ratio

5.2%
UK Leverage Ratio

Liquidity & Funding

151%
Liquidity Coverage Ratio

105%
Loan to Deposit Ratio

134%
NSFR

12%
Increase in Relationship Deposits in H121

Sustainable Impact

BBB
MSCI

27.5
Sustainalytics

2030
aspiration for net zero operational and supplier carbon emissions

5%
of business loan book comprised of sustainable leaders by FY22

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VIRGIN MONEY UK

Interim Financial Results
2021

