

Divisional profile

Corporate Markets

Corporate Markets is focused on the provision of debt and risk management services to medium and large businesses and financial institutions in the UK and around the world. Its activities have been organised into two businesses, Global Banking & Markets and UK Corporate Banking, in order to enhance our focus on the distinct needs of these two customer segments.

Global Banking & Markets is a leading banking partner to major corporations and financial institutions around the world, providing an extensive range of debt financing, risk management and investment services to its customers.

UK Corporate Banking is the largest provider of banking, finance and risk management services to UK corporate customers. Through its network of relationship managers across the country it distributes the full range of Corporate Markets' products and services to companies.

GBM – 2007 key global rankings

- ▶ **ifr magazine named us Sterling Bond House of the Year in 2007.**
- ▶ **In the Risk Magazine Awards, we were named Inflation Derivatives House of 2007.**

Contribution (£m)



UKCB – 2007 key highlights

- ▶ **Impairment losses fell 5%, reflecting the strong quality of the portfolio.**
- ▶ **Average loans and advances were up 11% and average deposits were up 14%.**

Contribution (£m)



Retail Markets

Retail Markets comprises Retail and Wealth Management.

Retail comprises both RBS and NatWest retail brands. It offers a full range of banking products and related financial services to the personal, premium and small business (SMEs) markets through the largest network of branches and ATMs in the UK, by telephone and internet. Retail is the UK market leader in SME banking. Retail issues credit and charge cards and other financial products through RBS, NatWest and other brands, including MINT, First Active UK and Tesco Personal Finance. It is the leading merchant acquirer in Europe and ranks third globally.

Wealth Management provides private banking and investment services to its global clients through Coutts Group, Adam & Company, RBS International and NatWest Offshore, in the UK and internationally in selected markets in Europe and Asia-Pacific.

Retail – 2007 key highlights

- ▶ **We opened more than 975,000 new personal current accounts, maintaining the Group's joint number one position in that market.**
- ▶ **Bancassurance grew sales by 28% to £342 million.**

Contribution (£m)



Wealth Management – 2007 key highlights

- ▶ **Coutts & Co's UK income grew by 22%.**
- ▶ **A ComPeer survey found Adam & Company market leading in providing investment operations, reporting and performance services to wealth managers**

Contribution (£m)



Ulster Bank

Ulster Bank, including First Active, provides a comprehensive range of financial services across the island of Ireland. Retail Banking has a network of branches and operates in the personal, commercial and wealth management sectors. Corporate Markets provides services in the corporate and institutional markets.

2007 key highlights

- ▶ **Business lending grew by 29%, spread across a variety of industrial sectors.**
- ▶ **Innovative products launched in 2007 included eSavings, First Active Regular Saver and Reward Reserve.**

Contribution (£m)

