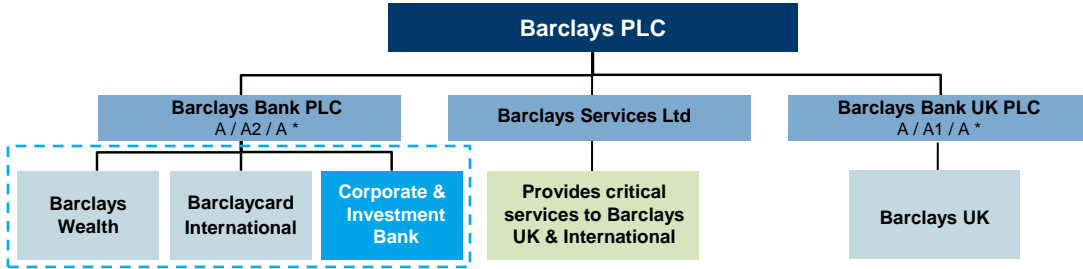


Tender for Financial Advisory Services

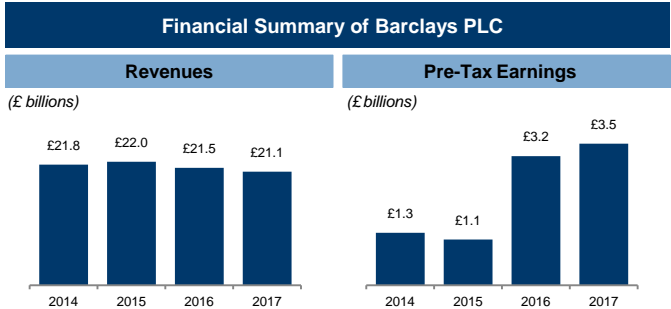
Introduction to Barclays Investment Bank



Overview

- Founded in 1690 and headquartered in London, Barclays PLC is a major global financial services provider
- Operating in more than 40 countries and employing approximately 80,000 people
- Barclays Investment Bank is part of Barclays Bank PLC which has an A / A2 / A * long-term credit rating

* Long term credit rating from S&P / Moody's / Fitch



Formal Information Requirements

Full legal name	Barclays Bank PLC
Company registration number for Barclays Bank PLC	01026167
Residence	Barclays 5 The North Colonnade London E14 4BB United Kingdom
Services offered	M&A/Strategic Advisory, Equity and Debt Capital Markets, Ratings Advisory, Loan Syndication, Risk Management; Interest Rate and Foreign Exchange; Corporate Banking Services
Valid licenses and permits	Below is a link to the website of the UK Financial Services Register proving the Barclays Bank PLC registration. The Passports link provides further information about Barclays' passports to provide financial services in the EEA https://register.fca.org.uk/ShPo_FirmDetailsPage?id=001b000000Mf1EAAV

Barclays Nordic Advisory Team

Nordic Banking	Title	Location	Telephone	E-mail
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Sovereign	Title	Telephone	E-mail
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Alex Paterson	Director	+ 44 20 3134 2978	alex.paterson@barclays.com

A Leader in Nordic Sovereign Issuance

Nordic Sovereign Issuance - FY 2017

Bank	\$m	No.	Share %
1 Citi	15,697	8	58.3
2 JPMorgan	11,113	5	41.3
3 Barclays	10,154	5	37.7
4 BoAML	9,719	5	36.1
5 Nordea	8,628	3	32.1
6 BNP Paribas	7,172	3	26.7
7 NatWest Markets	7,069	3	26.3
8 Goldman Sachs	6,328	2	23.5
9 Nomura	4,877	4	18.1
10 Citi	4,776	2	17.8

Source: Dealogic: All Nordic Sovereign Issuance, >=\$1bn, full year 2017.

<p>Sweden \$3 billion due Feb 2021 Joint Bookrunner February 2018</p>	<p>Tender Offer repurchase and €500m Benchmark due 2022 Joint Dealer Manager and Bookrunner December 2017</p>	<p>Sweden \$2.5 billion due Nov 2020 Joint Bookrunner October 2017</p>
<p>Finland €3 billion due Sep 2027 Joint Bookrunner August 2017</p>	<p>Tender Offer repurchase \$876m of 2022 bond Dealer Manager April 2017</p>	<p>Sweden \$2 billion 1.625% due Apr 2020 Joint Bookrunner March 2017</p>
<p>Sweden \$3 billion 1.125% due Oct 2019 Joint Bookrunner October 2016</p>	<p>Finland €3 billion due Sep 2023 Joint Bookrunner August 2016</p>	<p>Finland \$2 billion 1.000% due Apr 2019 Joint Bookrunner April 2016</p>

A Trusted Advisor

Nordic M&A YTD – July 2018

Bank	Value (€bn)
1 LionTree	17.3
2 Barclays	13.3
3 Nordea	13.0
4 Morgan Stanley	10.8
5 Goldman Sachs	8.4
6 Rothschild	8.2
7 Citi	8.0
8 BAML	7.5
9 JP Morgan	6.9
10 Deutsche Bank	4.8

Source: Mergermarket, as of July 26, 2018

<p>Has entered into an agreement to sell its businesses in Central and Eastern Europe to PPF €2.8bn EV Fairness Opinion to the Board of Directors of Telenor Pending</p>	<p>Has announced its intention to acquire the 46.65% stake of e-on in uni per €3.8bn EV Lead Financial Advisor and Sole Underwriter June 2018</p>	<p>Recommended public cash offer for VICTORIA PARK €900m For the entire share capital Lead Financial Advisor June 2018</p>
<p>Has agreed to sell Powerflute to mond €365m EV Sole Financial Advisor to NPAC Holdings June 2018</p>	<p>A consortium comprising of PFA atp Has reached agreement on the terms of a recommended public tender offer for TDC €9.9bn EV Financial Advisor to the Consortium April 2018</p>	<p>Has agreed to acquire ALLOHEIM Undisclosed value Sole Financial Advisor to Nordic Capital and Joint Global Coordinator March 2018</p>

Leading Bookrunner in the International Bond Markets

International Bonds 2017-18		Euro Corp Bonds 2017-18		Sterling Corp Bonds 2017-18		USD Corp bonds 2017-18	
Bank	Share (%)	Bank	Share (%)	Bank	Share (%)	Bank	Share (%)
1 Citi	8.6	1 BNPP	8.8	1 Barclays	14.4	1 JPM	11.6
2 JPM	8.2	2 DB	6.7	2 NatWest	12.1	2 BAML	11.2
3 BAML	7.5	3 Barclays	6.5	3 HSBC	12.0	3 Citi	8.6
4 Barclays	6.1	4 SG CIB	6.4	4 Lloyds	8.5	4 GS	6.7
5 GS	5.6	5 HSBC	5.7	5 JPM	8.1	5 Barclays	5.9
6 HSBC	5.3	6 UniCredit	5.3	6 Santander	5.7	6 WFS	5.5

Leading Financier for Nordic Clients

<p>\$500m Senior Notes \$500m 5.875% due 2025 Joint Global Coordinator and Bookrunner March 2018</p>	<p>€750m Senior Notes €750m 1.75% due 2026 Liability Management Joint Bookrunner, Joint Dealer Manager and Hedge Coordinator March 2018</p>	<p>A consortium led by Hellman & Friedman Has agreed to acquire nets €2.8bn Bond and Loan Financing Joint Bookrunner February 2018</p>	<p>\$200m Debut Green Private Placement Senior Notes Joint Placement Agent January 2018</p>	<p>€500m Perp-NC7 Hybrid Notes €500m 2.250% Joint Bookrunner November 2017</p>
<p>€250m Tender of 6.875% Senior Notes due 2039 Sole Tender Agent November 2017</p>	<p>€500m Senior Unsecured Bond €500m 1.250% due 2030 Joint Bookrunner October 2017</p>	<p>€300m Senior Unsecured Bond €300m 2.375% due 2025 Sole Bookrunner September 2017</p>	<p>Has agreed to acquire FAERCO €300m Term Loan B Joint Bookrunner August 2017</p>	<p>€600m Senior Notes €600m 1.500% due 2027 Joint Bookrunner August 2017</p>
<p>\$400m Senior Unsecured Bond \$400m 6.000% due 2022 Joint Bookrunner June 2017</p>	<p>€1.6bn eq. Inaugural Hybrid Bonds SEK5.0bn 60y-NC5.5 FRN SEK1.5bn 60y-NC5.5 FXD €900m 61y-NC6 FXD Joint Bookrunner March 2017</p>	<p>\$200m Debut Private Placement Senior Notes 5-year 3.36% 7-year 4.36% 10-year 4.61% 12-year 4.71% Sole Placement Agent December 2016</p>	<p>Exchange Offer and Consent Solicitation 7.375% Senior Notes due 2018 of Petroleum Geo-Services Lead Dealer Manager December 2016</p>	<p>c.NOK5.9bn of EMTN bonds Consent solicitation on NOK 5.9bn equiv. of CHF and NOK senior notes issued by NSB in the context of a demerger of its Rolling Stock Company Capital Structure & Ratings Advisor Sole Solicitation Agent November 2016</p>

Leading Name for Nordic Debt Capital Market Activity

 €1.0bn 7yr Covered Bond Joint Bookrunner July 2018	 €1.0bn 5yr Inaugural Senior Non-Preferred Joint Bookrunner June 2018	 \$650m 3yr \$1.1bn 3yr FRN Senior Unsecured Joint Bookrunner May 2018	 €300m 5yr Senior Unsecured Joint Bookrunner March 2018	 €600m 10NC5 Subordinated Tier 2 Joint Bookrunner March 2018
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Strong Balance Sheet Commitment in the Nordic Region

 Has launched an €8.05bn tender offer to acquire up to 100% of Uni Per €12.0bn Acquisition Facilities Sole Underwriter Pending	 €1.0bn Revolving Credit Facility Mandated Lead Arranger and Bookrunner November 2017	 €350m Revolving Credit Facility Mandated Lead Arranger July 2017	 €1.3bn Revolving Credit Facility Lender June 2017	 \$4.0bn Acquisition Term Loan Mandated Lead Arranger & Bookrunner May 2017
 €700m Revolving Credit Facility Mandated Lead Arranger March 2017	 NOK8.0bn Revolving Credit Facility Mandated Lead Arranger & Bookrunner January 2017	 SEK10bn Revolving Credit Facility Mandated Lead Arranger & Bookrunner January 2017	 EUR1.5bn Revolving Credit Facility Coordinator, Mandated Lead Arranger and Bookrunner October 2016	 NOK1.5bn Revolving Credit Facility Mandated Lead Arranger July 2016
 €1.75bn Revolving Credit Facility Mandated Lead Arranger & Bookrunner June 2016	 NOK11.0bn Revolving Credit Facility Mandated Lead Arranger & Bookrunner June 2016	 \$422.5m & NOK2.36bn Revolving Credit Facility Arranger March 2016	 €1.75bn Revolving Credit Facility Mandated Lead Arranger & Bookrunner December 2015	 €1.65bn Term loan & Revolving Credit Facility Mandated Lead Arranger & Bookrunner June 2015

Equity Capital Markets

Nordic ECM Equity Issuance Stake Building Convertible Bonds	 GEELY Forward Sale on 8.2% (c. €3bn) of VOLVO Joint Counterparty December 2017	 €261m IPO Joint Bookrunner November 2017	 \$156m / \$131m / \$125m / \$56m IPO / Follow-on Offering / Primary Follow-on Offering / Follow-on Offering Quarter Back and Joint Bookrunner Apr '13 / Jun '14 / Jun '15 / Jan '17	 \$225m / NOK1.9bn Primary ABB Private Placement Joint Bookrunner November 2016
	 €1.3bn IPO Joint Bookrunner March 2018	 €1.7bn IPO Joint Bookrunner October 2017	 €1.2bn / €1.1bn / €1.0bn ABB / ABB / EB Joint Bookrunner Sept '17 / June '17 / June '17	 €515m ABB Joint Bookrunner April 2017
	Financial Sponsor €800m Recourse margin loan to leverage the acquisition on a stake in a German listed company December 2017	Middle East SWF \$1.3bn Stake Building and Yield Enhancement on US\$1.3bn worth, various underlying 2011-2016	Private Wealth Client \$400m Stake Building and Yield Enhancement on c. US\$400m worth, various underlying 2011-2014	Spanish Blue Chip Corporate Own Share Management via Contingent Forward Sale and Purchase 2013-2014
	 \$500m Equity Neutral Convertible due 2024 \$500m Equity Neutral Convertible due 2023 Hedge Counterparty March 2018/June 2017	 \$500m Equity Neutral Convertible due 2025 Joint Bookrunner Lead Hedge Counterparty March 2018	 \$330m Convertible due 2023 Joint Bookrunner January 2018	 \$450m Convertible due 2023 Joint Bookrunner September 2017

Expertise in Strategic Risk Solutions

Interest Rates <ul style="list-style-type: none"> New issue hedging Fixed/floating mix Structured financing 	Credit <ul style="list-style-type: none"> Synthetic, lien based dynamic collateral Counterparty default 	Foreign Exchange <ul style="list-style-type: none"> Strategic acquisition Revenue, cost and financing exposure 	Inflation <ul style="list-style-type: none"> Hedge balance sheet equity and income Monetising/mitigating inflation escalators
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Top Global Execution Franchise Across Interest Rate and FX Products

 Euromoney 2017 Best Investment Bank in the UK July 2017	 Corporate deal of the year Air Liquide and Barclays January 2017	 European Fixed Income Investors #1 European Fixed Income Market Share – Rates for ten consecutive years November 2016	 Euromoney 2016 Best Investment Bank in Western Europe July 2016
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