

OUR APPROACH TO COSTS AND CHARGES CALCULATIONS

The information below outlines how we calculate the costs and charges information contained within our Post Trade Notices for Traded Products (see below). This information may also be used in conjunction with the costs and charges information in the Post Trade Notice, to provide an indication of the likely costs and charges for future trades between us. The costs and charges that are applied to subsequent transactions may however vary, depending upon the factors outlined below as well as any agreed pricing between us.

Traded Products includes all fixed income, currency, commodity and structured investment products offered by Lloyds Bank Corporate Markets and includes, without limitation, the specific products referred to below. It does not include deposits, short term or variable rate lending, and services such as underwriting and placing of bond transactions or private placements.

The sections below outline how we price the products contained within the Post Trade Notice, gives further general information on the figures included in the Post Trade Notice, and provides further detail about how we calculate costs and charges for certain products or transactions.

Please note that you can request a breakdown of our aggregated costs at any time.

How we price products

The price that we quote you when entering into the products included in the Post Trade Notice is comprised of two parts:

1. The Risk Transfer Price
2. A margin to cover additional costs and charges - this is what is disclosed in the Post Trade Notice.

The Risk Transfer Price is the trader price which is the expected price of risk managing the position over time. Factors impacting the Risk Transfer Price include, but are not necessarily limited to:

- prevailing market prices for similar transactions
- liquidity and volatility
- the size and complexity of the transaction
- the impact of the transaction on our existing risk position; and
- the cost of entering into hedging transactions to manage the risk position.



The margin for costs and charges in the Post Trade Notice include: cost of capital – credit, funding and capital costs incurred by us.

- cost to serve – which includes but is not limited to, the cost of providing clients with execution support and the transaction and operational costs incurred in providing the product. Given that a large proportion of the cost to serve incurred by the Bank is fixed, we will also take account of a client's overall interaction with the bank to estimate the impact this has on the marginal cost of providing each product and the overall returns generated.
- financial return – an amount required to satisfy our internal capital return targets once costs have been taken into account.

Further information on our pricing approach can be found by [clicking here](#) or typing in the following: <http://commercialbanking.lloydsbank.com/important-information/commercial-banking-regulatory-information/>.

General information on costs and charges applied to your trade(s)

The costs and charges outlined above are disclosed in the Post Trade Notice as a cash amount and also as a percentage of notional. Costs and charges are applied at the point of execution, but you may not physically settle these costs and charges until you make payments under the transaction.

Depending upon your individual circumstances, you may also be liable for any relevant taxes and costs that are incurred as a result of the tax treatment of any Products and/or Services. These costs are not included in the calculations below.

We will disclose information on costs and charges in British Pounds Sterling (GBP), regardless of the currency of the underlying transaction you have entered into with us. Where the margin for cost and charges is initially calculated in a currency other than GBP (for example where you have entered into a transaction in US Dollars) we will include the conversion rate used to convert this amount into GBP in the Post Trade Notice. The rate used is a standardised rate which is calculated on a daily basis and is used for our own internal accounting purposes, and may be different from the exchange rate at the precise point you entered into the transaction.

If you are dealing with us through Trading Venues, there will be zero costs and charges for such trades unless otherwise specified.

Additional product specific information on costs and charges

1. FX spot, FX forward & FX time option & FX swap products

We will calculate costs & charges in the base currency of a transaction. For example, if you are transacting an FX Forward trade buying US Dollars (USD) with British Pounds Sterling (GBP), the costs and charges cash information will be denominated in GBP, as the rate quoted is the GBPUSD rate. The costs and charges amount that we will disclose at the point of execution is the cost and charges amount that will be settled at the point when the transaction matures.

If you enter into an uneven swap product that features different cash amounts on the two settlement dates, we will determine the percentage margin for costs and charges based on the highest of these two amounts.

2. FX options

We will calculate the costs & charges in the currency of the underlying option. For example, if you enter into an option to buy 10 million USD and sell GBP, we will calculate the costs & charges in USD.

If you enter into a product that incorporates a number of component options (for example where there are monthly expiry dates over the course of a year), we will determine the total Risk Transfer Price of

the product, and confirm any additional margin for costs and charges using the overall notional of the product as the basis for calculating the costs and charges as a percentage amount.

Where you enter into multiple products as part of a package, the costs and charges will either be disclosed separately for each individual product or alternatively we will confirm the costs and charges of the overall package against a single product on the Post Trade Notice. When this occurs, the margin for costs and charges as a percentage of the notional is based on the total notional of the package.

Where the product notional has a variable or contingent aspect (for example, ratio / knockout / extendable products), the maximum notional will be used when calculating the cost and charges. This specific cost and charges margin will be calculated as a percentage of the maximum notional.

3. Commodity derivatives

In the case of options, we will calculate the costs & charges in the currency of the underlying commodity. For example, if you enter into a commodity derivative in USD we will calculate the costs & charges in USD.

If you enter into a product that incorporates a number of component options (for example where there are monthly expiry dates over the course of a year), we will determine the total Risk Transfer Price of the product, and confirm any additional margin for costs and charges using the overall notional of the product as the basis for calculating cost and charges as a percentage amount.

Please note: The overall notional is defined as the unit price of the commodity multiplied by the number of units. For crack and differential spread transactions the notional will be calculated using the unit price and number of units of the commodity that you are purchasing.

Where you enter into multiple products as part of a package, the costs and charges will either be disclosed separately for each individual product, or alternatively we will confirm the costs and charges of the overall package against a single product on the Post Trade Notice. When this occurs, the margin for costs and charges as a percentage of the notional will be based on the total notional of the package.

4. Rates derivatives – for example: Swaps, Caps, Collars, Cross Currency Swaps

For Rates Derivatives we will not disclose the margin as a percent of the notional, and will instead confirm this as a percentage margin that is applied to the profile of the product that you enter into. We will calculate the cash amount of the margin for costs and charges as the present value of this margin.

For cross currency swaps, the margin for costs and charges will be calculated in the currency of the leg you are required to pay.

Where you enter into a multiple products as part of a package, the costs and charges will either be disclosed separately for each individual product, or alternatively we will confirm the costs and charges of the overall package against a single product in the post trade notice. Where this occurs, the margin for costs and charges in basis points will be determined based on the overall transaction profile of the package.

If a transaction is amended, restructured or terminated, and an additional margin for costs and charges is applied at this point, we will provide information on the costs and charges at this point in a new Post Trade Notice.

5. Credit (bond/gilt)

In the majority of cases we will not apply a margin for costs and charges for bonds/gilts and the costs and Charges amount will be zero. There may however be occasions where we seek to source liquidity for specific bond transactions in the market, and where this is the case we will disclose the margin for each trade to the relevant counterparty. We will calculate costs & charges in the base currency of a

transaction. The margin is then calculated as being half of the difference between the price to purchase and sell the bond to each counterparty.

In this scenario the cash amount of the costs and charges will be equal to half the difference in bid and ask price multiplied by the deal size.

The percentage equivalent will be derived by dividing the margin for cost and charges by the total consideration. The total consideration is equal to the deal size or volume multiplied by the unit price agreed.

For structured bonds that embed a derivative, the margin for costs & charges will be zero unless we inform you otherwise. The total consideration is equal to the deal size or volume multiplied by the unit price agreed.

6. Dual Currency Investments

We will calculate the costs & charges in the starting currency of the investment product you have entered into. When calculating the margin for costs and charges as a percentage of the notional, we will use the starting notional of the investment product.

7. Other products

In general we do not apply any costs and charges to other products contained in the post trade notice.

Further Information

Please contact your Lloyds Bank representative for further information on the costs and charges information contained within the Post Trade Notice.