GRG Complaints - Progress report Fri 18-Jan-2019

| Complaint stage ⁽¹⁾ | Current period | Change on prior period | % Complete | |
|-----------------------------------|----------------|------------------------|---------------|--|
| | Fri 18-Jan | Fri 11-Jan | | |
| 1.1 Complaints received | 2,612 | | | |
| Of which eligible to appeal | 2,356 | | | |
| 2.1 Preliminary reviews completed | 1,887 | 29 | 72% | |
| 3.1 Initial files built | 1,688 | 27 | 65% | |
| 3.2 Cases reviewed | 1,500 | 23 | 57% | |
| 4.1 Decisions made | 1,392 | 16 | 53% | |
| 4.2 Letters drafted | 1,368 | 18 | 52% | |
| 4.2 Letters sent | 1,324 | 16 | 51% | |

Appeals Summary: (3)
Appeals made to date

Appeals Under Review

Referred back to Bank

Appeal Outcome Letter Sent

420

211

40

169

Analysis of outcome letters sent

| Customer not yet responded | 289 | |
|----------------------------|-------|--|
| Appeals under review (2) | 251 | |
| No response required | 257 | |
| Outcome accepted | 249 | |
| Outcome lapsed | 278 | |
| Total | 1,324 | |
| | | |

- Note 2: Includes referred back to the Bank.

Customer outcomes

| All allegations upheld | 36 |
|--|-------|
| Some allegations upheld | 614 |
| Apology only | 30 |
| No allegations upheld - eligible to appeal | 398 |
| No allegations upheld - not eligible to appeal | 61 |
| Case closed no investigation required | 185 |
| Total | 1,324 |
| | |

⁻ Note 1: Complaint stage numbers relate to stages in the Customer Journey below.

⁻ Note 3: Appeal numbers have been produced by the Bank and are not reconciled with the ITP, and may therefore be subject to change.

GRG Complaints - Outcome & Offer Analysis Fri 18-Jan-2019

| | Bank Review - Allegations | | | | | | ITP Review - Appeals | | | | | TOTAL |
|--|---------------------------|------|---------------------------------|------|--|--|-------------------------------|------|--------------------------------------|-------|---|--|
| Key Allegation: | No. of Allegations | % | No. of Upheld Allegations | % | Direct Loss Offers, including applicable AFR payment | Total Redress (Including the balance of AFR Payments for the Outcome Population) | No. of Appeal Decisions | % | No. of Upheld Appeal Decisions | % | Incremental Redress following Appeal | Consolidated Redress (Bank Review + Appeal) |
| | 007 | 00/ | 405 | 000/ | 054.000 | 054.000 | 0.5 | 407 | , | 4.007 | 00 | 054.000 |
| Communication about the transfer | 327 | 3% | 125 | 38% | £54,000 | £54,000 | 25 | 4% | 4 | 16% | £0 | £54,000 |
| Incorrectly placed into GRG | 575 | 6% | 33 | 6% | £95,228 | £95,228 | 54 | 8% | 2 | 4% | £0 | £95,228 |
| Delay in return to mainstream | 94 | 1% | 11 | 12% | £5,000 | £5,000 | 6 | 1% | 0 | 0% | £0 | £5,000 |
| TRANSFER IN/OUT | 996 | 10% | 169 | 17% | £154,228 | £154,228 | 85 | 13% | 6 | 7% | £0 | £154,228 |
| Margins | 890 | 9% | 153 | 17% | £1,479,726 | £1,479,726 | 51 | 8% | 2 | 4% | £7,188 | £1,486,914 |
| Arrangement Fees | 1,322 | 14% | 439 | 33% | £2,755,948 | £2,755,948 | 54 | 8% | 5 | 9% | £20,065 | £2,776,013 |
| AFR: | 984 | 10% | 589 | 60% | £11,308,369 | £33,068,053 | 50 | 8% | 11 | 22% | £6,824 | £33,074,877 |
| Complex Fees | 817 | 8% | 521 | 64% | £7,396,289 | £23,606,790 | 37 | 6% | 7 | 19% | £0 | £23,606,790 |
| EPA | 20 | 0% | 4 | 20% | £97,983 | £97,983 | 3 | 0% | 1 | 33% | £4,142 | £102,125 |
| PPFA | 147 | 2% | 64 | 44% | £3,814,097 | £9,363,280 | 10 | 2% | 3 | 30% | £2,682 | £9,365,961 |
| PRICING | 3,196 | 33% | 1,181 | 37% | £15,544,043 | £37,303,727 | 155 | 23% | 18 | 12% | £34,077 | £37,337,804 |
| VALUATIONS | 260 | 3% | 30 | 12% | £60,581 | £60,581 | 13 | 2% | 0 | 0% | £0 | £60,581 |
| WEST REGISTER | 16 | 0% | 2 | 13% | £0 | £0 | 1 | 0% | 0 | 0% | £0 | £0 |
| Introduction of (and/or fees from) a third party | 865 | 9% | 134 | 15% | £530,691 | £530,691 | 71 | 11% | 10 | 14% | £44,610 | £575,301 |
| New advisor/management imposed | 95 | 1% | 11 | 12% | £153,600 | £153,600 | 3 | 0% | 0 | 0% | £0 | £153,600 |
| Forced sale of an asset | 425 | 4% | 7 | 2% | £58,700 | £58,700 | 42 | 6% | 1 | 2% | £0 | £58,700 |
| Forced into Insolvency | 108 | 1% | 0 | 0% | £0 | £0 | 9 | 1% | 1 | 11% | £0 | £0 |
| Other unfair treatment | 1,472 | 15% | 199 | 14% | £427,060 | £427,060 | 119 | 18% | 7 | 6% | £84 | £427,143 |
| UNFAIR TREATMENT - ACTIONS | 2,965 | 30% | 351 | 12% | £1,170,050 | £1,170,050 | 244 | 37% | 19 | 8% | £44,693 | £1,214,743 |
| Unreasonable repayment demands | 772 | 8% | 58 | 8% | £119,966 | £119,966 | 42 | 6% | 4 | 10% | £5,000 | £124,966 |
| Unsatisfactory restructuring proposals | 895 | 9% | 129 | 14% | £712,265 | £712,265 | 47 | 7% | 7 | 15% | £14,639 | £726,904 |
| Other | 254 | 3% | 30 | 12% | £45,661 | £45,661 | 37 | 6% | 1 | 3% | £0 | £45,661 |
| PROVISION OF FINANCE | 1,921 | 20% | 217 | 11% | £877,892 | £877,892 | 126 | 19% | 12 | 10% | £19,639 | £897,531 |
| RM BEHAVIOUR | 423 | 4% | 16 | 4% | £43,500 | £43,500 | 42 | 6% | 4 | 10% | £0 | £43,500 |
| 8% simple interest on above Offers | | | | | £4,095,259 | £4,095,259 | | | | | £40,703 | £4,135,961 |
| ALLEGATIONS CONSIDERED | 9,777 | 100% | 1,966 | 20% | £21,945,553 | £43,705,237 | 666 | 100% | 59 | 9% | £139,112 | £43,844,348 |

⁻ The offers in respect of upheld complex fee / PPFA complaints includes £8,544,181 already offered under the Automatic Fee Refund (AFR) process.

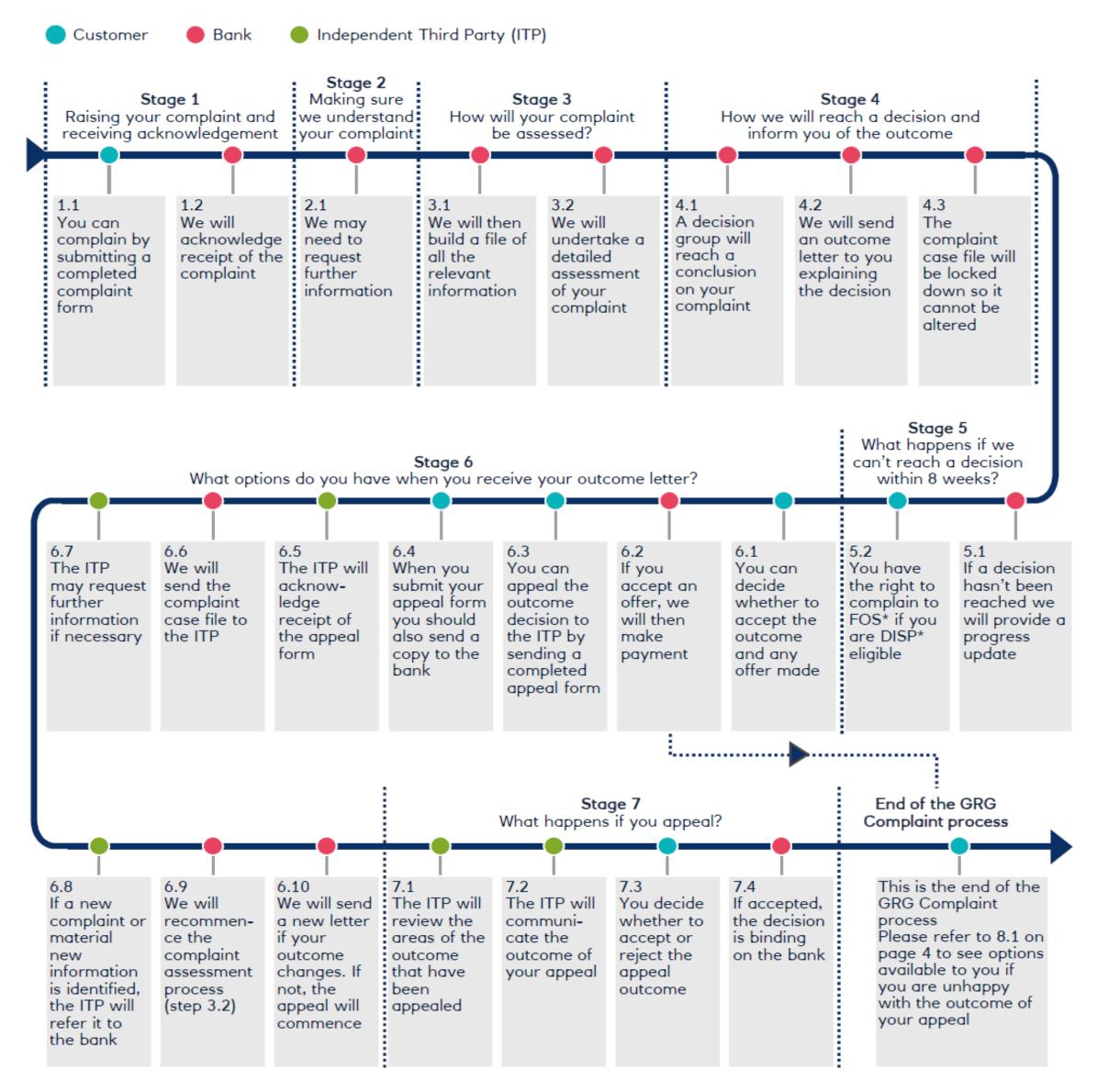
⁻ Each complaint is themed into allegations which are then individually assessed. The 9,777 allegations relate to 1,324 complaints.

⁻ The average value of an offer across the 480 complaints to get a monetary offer is £46,010.

⁻ The 666 appeal decisions relate to 169 appeal outcomes.

⁻ The average value of an appeal outcome across the 15 appellants to get a monetary offer is £9,274.

Overview of the customer journey through the new GRG complaints process



^{*} For customers in the Republic of Ireland, it will be the Financial Services and Pensions Ombudsman (FSPO) if you are an eligible consumer