

Group Profile

OVERVIEW

Anglo Irish Bank is a bespoke business bank with a private banking arm. The Bank was established in 1964 and it became a publicly quoted company in 1971. The shares are quoted on the Dublin and London Stock Exchanges.

The Bank provides Business Banking, Treasury and Wealth Management services but focuses on particular business activities under each of these areas. It is not a universal bank.

Growth has been largely achieved organically but this has been enhanced through a number of acquisitions that were complementary to established operations. Anglo Irish Bank has pursued a focussed policy of geographic and operational diversification in the past six years, with the result it now has 16 locations across 7 countries and employs in excess of 860 people. It services its customers from operations in Ireland, the United Kingdom, the Isle of Man, Austria, Switzerland, Germany and the United States.

Reflecting the progress achieved in recent years the Bank holds strong investment grade ratings from each of Fitch and Moody's Investor Services, two of the major international credit rating agencies.

STRATEGY

Anglo Irish Bank's strategy is centred on a hands-on relationship approach that is designed to deliver exceptional customer service. Successful relationship banking is based on understanding the customer's business and needs and tailoring the product and the service in an effective and efficient manner to meet these requirements.

BUSINESS BANKING

Business banking is based on secured business lending across a number of sectors to a range of customers including corporates, partnerships, professionals and high net worth individuals. This activity is carried out in Ireland, the United Kingdom and in the greater Boston area in the United States. Lending operations in Ireland are more widely cast than in the other locations and encompass a number of sectors well known to and understood by the Bank. Activities include corporate lending, commercial mortgages, invoice discounting, asset, motor, film and structured finance. The emphasis in the United Kingdom and in the United States is directed to investment property lending, an area of particular expertise for the Bank.

TREASURY

Treasury operations have two main areas of focus - the management of group liquidity and risk and dealing with third party customers.

Group funding, liquidity and risk management is co-ordinated centrally. Funding is sourced through the Bank's deposit taking operations in Ireland, United Kingdom, Isle of Man and Austria. The Bank also uses the international capital markets to supplement its deposit taking efforts and to expand capital resources.

The Bank is a significant player in the international inter-bank markets and in that regard it has a treasury relationship with more than 350 banks.

Treasury business with third parties includes the provision of liquidity and risk management services to a wide range of personal, corporate and institutional customers.

Personal and corporate deposit operations are carried out in Ireland, United Kingdom, Isle of Man and Austria. Corporate foreign exchange services are provided in Ireland, the United Kingdom and through the offices in Boston and Vienna. Trade finance business is conducted in Ireland, the United Kingdom and through the office in Dusseldorf.

WEALTH MANAGEMENT

The Bank's Wealth Management operations include private banking, funds management and retirement planning activities. These are located in Ireland, Austria, the Isle of Man and most recently, Switzerland. The emphasis of these activities is on the protection and creation of wealth for high net worth private clients through a tailored approach to financial planning, asset diversification and investment advice. The concepts of relationship banking and quality customer service are integral elements of these activities.

CONCLUSION

Looking forward, the Bank is focussed on and committed to the sectors where it currently operates. The strategy for the future is to continue the existing niche approach and the consistent delivery of exceptional customer service.



(left to right) Peter Zipper, Ben Langelier and Ernst Traun (Vienna)