

## GROUP PROFILE

Anglo Irish Bank is a bespoke business bank, with a private banking arm. The bank was established in 1964 and became a publicly quoted company in 1971. The shares are quoted on the Dublin and London Stock Exchanges and the Bank is now one of Ireland's leading publicly quoted companies.

The Bank's operations encompass three core service areas:

- Business Banking
- Treasury
- Wealth Management.

While not a universal bank, nor a full service provider of financial and banking products, the Bank focuses on dedicated products and services in each of these operating divisions.

Anglo Irish Bank's strategy concentrates on a relationship banking approach that is designed to deliver exceptional customer service. Successful relationships are based on understanding a customer's business and needs, and tailoring products and services effectively and efficiently to satisfy these requirements.

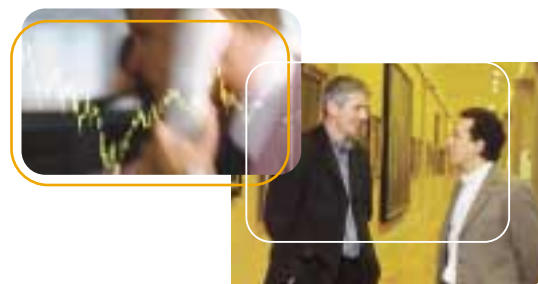
Growth has been achieved organically, but this has been enhanced through a number of acquisitions which complemented our established operations. Over the past seven years, Anglo Irish Bank has pursued a focused policy of geographic and operational diversification. It now has 17 locations across 7 countries and employs in excess of 930 people in Ireland, the United Kingdom, the Isle of Man, Austria, Switzerland, Germany and the United States.

The Bank holds strong investment grade ratings from each of Fitch Ratings and Moody's Investor Services, two of the major international credit rating agencies.

### 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. The Bank has no lending operations outside of these areas.

Lending in Ireland is more widely cast than in our other locations and encompasses a number of sectors where the Bank has gained particular expertise. These activities include corporate lending, commercial mortgages, invoice discounting, asset, motor, film and structured finance. In the United Kingdom and United States, there is a greater emphasis placed on investment property lending.





## TREASURY

Treasury has two main areas of operational focus:

- the management of group funding, liquidity and risk management, and
- the provision of corporate treasury services to third party customers.

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

The Bank is also a significant participant in the international inter bank markets, managing a treasury relationship with more than 350 banks.

Corporate treasury sales consist of foreign exchange and interest rate management services. These are provided in Ireland, the United Kingdom, Austria and through our representative offices in Boston and New York. Trade finance business is conducted in Ireland, the United Kingdom and through the representative office in Dusseldorf.

## WEALTH MANAGEMENT

Reflecting the extent and diversity of the Bank's activities, the Wealth Management operations were amalgamated this year to form a separate division. These operations include private banking, funds management and retirement planning. Wealth Management services are provided to a wide and diverse client base through Ireland, the Isle of Man, Austria and Switzerland. With the emphasis on the protection and creation of wealth for high net worth clients, this is achieved through a bespoke tailored approach to financial planning, asset diversification and investment advice.

## CONCLUSION

The Bank's future strategy is to maintain consistency and focus to achieve business growth and generate shareholder value.

The centralised business model and the concentration on niche areas of expertise enables growth by increasing the Bank's presence in each of its individual markets.

At the same time the Bank's reputation for exceptional customer service and niche services has created high levels of customer loyalty, ensuring both a healthy business outlook and the capacity to deliver further shareholder value.