



Allied Irish Bank (GB)'s John Wall Appointed to run Midlands Business Banking

26th July 2001

"I believe banking is fundamentally a simple business: it certainly requires technical skill and seamless delivery - but above all it is about relationships - it relies upon the ability to relate to people in an open, honest and caring manner." John Wall

John Wall, a well-known figure throughout the Midlands' business banking community, has been appointed to head up Allied Irish Bank (GB)'s business across the region. Already responsible for the Banks business banking activities throughout the West Midlands, John will now add the East Midlands to his portfolio.

His specific responsibility for Allied Irish Bank (GB)'s customers, markets and staff now extends to ten locations: all five of Birmingham's branches - as well as Coventry, Northampton, Leicester, Nottingham, and Wolverhampton. John's new role also means that, as a key member of Allied Irish Bank (GB)'s British Management team, he will be directly involved with the development and implementation of Allied Irish Bank (GB)'s business strategy and direction across its 34 branch GB network.

John Wall joined Allied Irish Banks plc at the age of 17 as a clerk and, following the Bank's expansion in Britain in the 1970's, John moved to the UK where he has lived and worked for most of the last three decades.

During that time, John held front-line managerial roles in London, Nottingham, Coventry, Birmingham and Watford. 1998 brought John back to Birmingham as Chief Manager for the West Midlands region - a position that has now been extended to cover the entire Midlands.

"Allied Irish Bank (GB) has had a strong presence in the Midlands for over thirty years and has long-term, established relationships across the region," says John Wall.

"My new role will allow me to maintain these strong contacts with individual businesses; while building Allied Irish Bank (GB)'s market share in this key region. At the same time I can feed my on-the-ground experience - what my customers say to me - back to the bank's British Management team at the highest level," he continues.

"I see this as indicative of Allied Irish Bank (GB)'s very particular approach," John comments. "We are immensely proud that on the basis of our strong customer relationships and our excellent, responsive service using traditional branch delivery channels, we have been named the UK's Best Business Bank for the past eight years*."

John adds, "Allied Irish Bank (GB) customers know, and have direct access to, the team which manages their banking services. They have on-going support from our senior managers

and specialists, who understand their requirements and have the knowledge and expertise to move decisions forward quickly."

He concludes, "More and more, I hear that this level of service is exactly what Midlands owner managers want - but what they aren't getting from their existing banks. Allied Irish Bank (GB) can offer that level of relationship-based service - and that is why I see a great future for us in the Midlands."

*Forum of Private Business - Best Business Bank: 1994-95, 1996-97, 1998-99 and 2000-01

Further Information

About Allied Irish Bank (GB)

Allied Irish Bank (GB) is a trade mark used under licence by AIB Group (UK) plc, a wholly owned subsidiary of Allied Irish Banks plc.

It has four times been voted "Best Business Bank" - 1994, 1996, 1998 and 2000 by the Forum of Private Business. This biennial survey looks at the relationship between businesses and their banks, in particular the quality of their people and their operational efficiency. The survey clearly demonstrates that successful businesses need a good bank and a good manager. Allied Irish Bank (GB) has proved best in both categories.

For further information and/or to arrange an interview with John Wall, please contact **Kate Love at Grayling Public Relations on: 020 7255 1100 - kate.love@grayling.co.uk**