



Allied Irish Bank (GB) Announces Opening of New Business Office in Oxford

22nd December 2003

Allied Irish Bank (GB), voted Britain's best business bank for the fifth consecutive time*, is delighted to announce the opening of a new business office in the Oxford Science Park, Oxford. This formally opened for business last month with the appointment of a new senior business development manager.

Steve Bateman joins Allied Irish Bank (GB) after 19 years as a commercial banking manager with HSBC Bank. His extensive experience of business relationship management and new business generation will be vital in developing new business opportunities for the Bank's new office.

"I am looking forward to leading the Bank into the Oxford business community. Oxford is a very commercial city, with excellent business and professionals support networks, all of whom I am sure will welcome Britain's best business bank to the local business scene" said Steve.

"Allied Irish Bank (GB) puts people at the centre of everything it does and this was one of the main reasons behind my desire to join the Bank. I am keen to introduce Allied Irish Bank (GB)'s award-winning service, across a range of sectors, in order to work with local businesses and help them thrive".

Commenting on the appointment, Karl Heffernan, Area Director London and South West, said: "We are delighted to have such an experienced business and relationship banker join us. Steve's local knowledge and existing contacts in and around Oxford will add significant capability to the establishment of Allied Irish Bank (GB)'s new business Office.

"The Bank sees Oxford as a key business area where it can build and sustain long-term relationships with new customers, made possible by the quality of our staff, most of whom stay with us for many years. This is one of the reasons we have been voted Britain's best business bank on each occasion for nearly a decade. I look forward to working closely with Steve and announcing further expansion in our Oxford team over the coming months".

His appointment is part of Allied Irish Bank (GB)'s ongoing nation-wide recruitment drive aimed at attracting experienced business bankers to work for Britain's best business bank. Those interested in a career with Allied Irish Bank (GB), who can demonstrate a successful track-record in helping small and medium-sized companies achieve their potential, should contact our Human Resources department or go to the careers section of our website, www.aibgb.co.uk/careers for further details.

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Notes to editors

About Allied Irish Bank (GB)

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*It has five times been voted "Best Business Bank" - 1994, 1996, 1998, 2000, 2002 by the Forum of Private Business. This biennial survey looks at the relationship between businesses and their banks. Allied Irish Bank (GB) performed best in 12 of the 18 categories in the most recent survey. The survey clearly demonstrates that successful businesses need a good bank and a good manager. Allied Irish Bank (GB) has proved best in a wide number of categories.

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