



# Annual General Meeting 24<sup>th</sup> April 2019

**Colin Hunt**  
**Chief Executive Officer**

AIB Group plc

# Forward Looking Statement



This document contains certain forward looking statements with respect to the financial condition, results of operations and business of AIB Group and certain of the plans and objectives of the Group. These forward looking statements can be identified by the fact that they do not relate only to historical or current facts. Forward looking statements sometimes use words such as ‘aim’, ‘anticipate’, ‘target’, ‘expect’, ‘estimate’, ‘intend’, ‘plan’, ‘goal’, ‘believe’, ‘may’, ‘could’, ‘will’, ‘seek’, ‘continue’, ‘should’, ‘assume’, or other words of similar meaning. Examples of forward looking statements include, among others, statements regarding the Group’s future financial position, capital structure, Government shareholding in the Group, income growth, loan losses, business strategy, projected costs, capital ratios, estimates of capital expenditures, and plans and objectives for future operations. Because such statements are inherently subject to risks and uncertainties, actual results may differ materially from those expressed or implied by such forward looking information. By their nature, forward looking statements involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future. There are a number of factors that could cause actual results and developments to differ materially from those expressed or implied by these forward looking statements. These are set out in the Principal risks and uncertainties on pages 62 to 68 in the 2018 Annual Financial Report. In addition to matters relating to the Group’s business, future performance will be impacted by Irish, UK and wider European and global economic and financial market considerations. Any forward looking statements made by or on behalf of the Group speak only as of the date they are made. The Group cautions that the list of important factors on pages 62 to 68 of the 2018 Annual Financial Report is not exhaustive. Investors and others should carefully consider the foregoing factors and other uncertainties and events when making an investment decision based on any forward looking statement.

# 2018 highlights

## Customer First strategy delivering sustainable performance









- Profit before tax €1.25bn, loan book growth and significant improvement in asset quality
- Reaching more normalised annual dividend level with +42% increase to €461m / 17c per share
- Business generating capital +210bps pre-dividend; fully loaded CET1 of 17.5%
- Strong progress on balance sheet normalisation including NPEs
- ROTE<sup>(1)</sup> 12.4% allowing continued investment in evolving our market leading franchise

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<sup>(1)</sup> ROTE based on  $(PAT - AT1 \text{ coupon} + DTA \text{ utilization}) / (CET1 @ 13\% \text{ plus DTA})$

# New lending to customers

Increased new lending; leading market shares

	<i>Drawdowns 2018</i>	<i>% year on year</i>
<b>Mortgages</b>	€2.8bn 	+ 16%
<b>Personal</b>	€0.8bn 	+5%
<b>Business</b>	€1.3bn 	-5%
<b>Corporate</b>	€4.0bn 	+ 24%
<b>AIB UK</b>	€1.8bn 	+ 9%
<b>RCFs</b>	€1.4bn 	+ 26%

- Leading market shares

-  **No. 1 Corporate bank**

-  **No. 1 Business bank**

-  **No. 1 Personal bank**

-  **No. 1 Mortgage bank**

- Drawdowns of c. €12.1bn, +15% on previous year



**Growing balance sheet;  
promoting a growing  
economy**

# Customer First driving commercial success

Backing our customers to achieve their dreams and ambitions



## Housing



- €2.8bn in new housing loans
- Funding for 4,700+ new housing units in addition to 500+ social units

## SMEs / Corporates



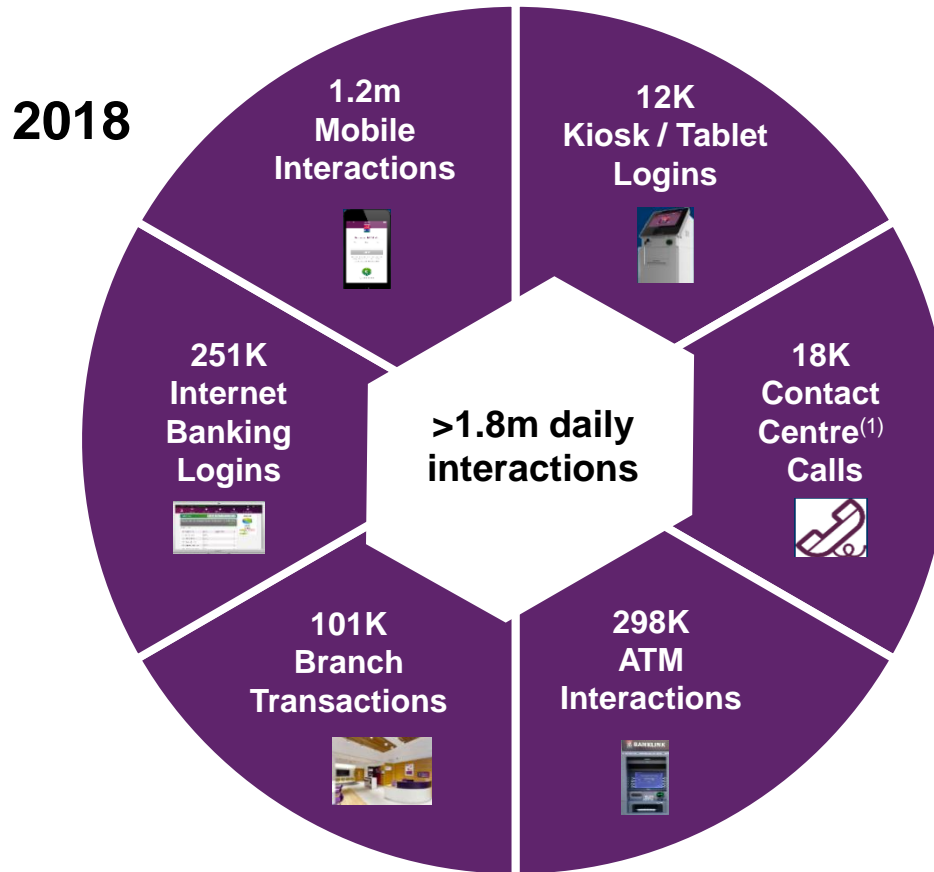
- €5.3bn in new lending to SMEs and Corporate customers
- Supporting our customers to prepare for Brexit

## Our communities



- Largest physical distribution network in Ireland with 295 locations
- GAA sponsorship of Club and County championships extended by 5 years

# Growing levels of customer interaction and digital engagement



**1.38m active online & mobile users**

(1) Includes calls to direct banking and service

# Outlook

## 2019 opportunities and challenges



- Q1 2019 Trading Update
- Continuity and consistency of delivery
- Relentless customer focus
- Optimise our market leading franchise for growth
- Prepare for and navigate through Brexit
- Normalise NPEs and deliver attractive capital returns