



Salary & Remuneration Data as at 31 December 2013

The following tables show salary and total remuneration by band in excess of €100,000 as at 31 December 2013.

The number of staff in AIB at end December 2013 was 11,431 (FTE).

The first table shows annual salary while the second table shows total remuneration which includes annual salary, non-pensionable allowances and pension contribution.

Pension contribution relates to the bank's contributions to the Defined Benefit and Defined Contribution Schemes as at 31st December 2013. Following the closure of the Defined Benefit Scheme to future accrual on 31 December 2013, all staff transferred to the Defined Contribution Scheme. Closure of the Defined Benefit Schemes resulted in a c. €240m one-off pension curtailment gain to the bank.

AIB continues to comply with its remuneration requirements following receipt of government support. The bank is targeting total annual operating cost reductions of c. €350m in 2014 relative to 2012.

| Dec-13 | | | | | |
|-----------------------|---------|---------|---------|---------|-------|
| Annual Salary | > €100k | > €200k | > €300k | > €400k | Total |
| Number of Staff (FTE) | 524 | 27 | 7 | 2 | 560 |

| Dec-13 | | | | | |
|-----------------------|---------|---------|---------|---------|-------|
| Total Remuneration | > €100k | > €200k | > €300k | > €400k | Total |
| Number of Staff (FTE) | 942 | 73 | 11 | 7 | 1,033 |