# Bank of Ireland Key Messages 30 June 2021





#### **Franchises**

## **Customers, Colleagues and Communities** remain at the core of our strategy

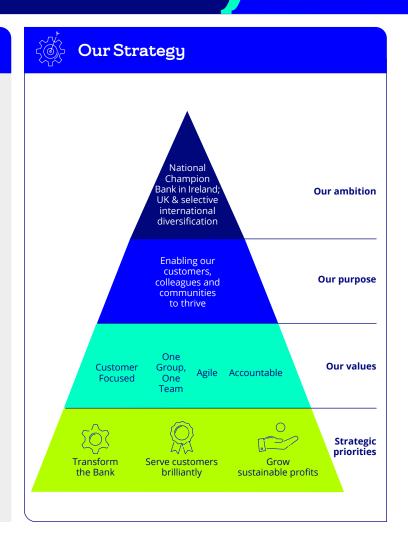
- Bank of Ireland achieved the #1 ranking in a recent IPSOS<sup>1</sup> brand recall survey
- Financial Wellbeing Index<sup>2</sup> stands at 66 for BOI customers, our ambition is to be >70 by 2024
- €1bn in new Irish mortgage lending, 99% of ROI mortgage products can be fulfilled digitally
- Wealth & Insurance delivering organic business growth
- BOI is Ireland's only universal bancassurer
- 73% of Small Business and Agri applications now delivered digitally
- Sustainable Finance Fund increased to €5bn, with €1bn already drawn
- €1.25bn of Green Bond issuance in H1 2021
- Strong economic outlook for Irish economy as supports

#### Strategic progress with significant improvement in UK performance in H1

- 52% improvement in operating profit in H1 2021 vs H1 2020
- Growth in Bespoke<sup>3</sup> new mortgage lending, with increased margins

### Strategy supported by two significant acquisition opportunities4

- J&E Davy ("Davy") agreement reached in July on acquisition of wealth management and capital markets businesses
- KBC Ireland MOU agreed in April to acquire performing loan assets and deposit liabilities



# H12021 Highlights

H1 2021 **Performance** 

## €465m

Underlying profit before tax

- Operating profit pre-impairment +72% vs H1 2020
- Total income +14%; higher net interest income, business income and valuation items
- Strong UK performance; operating contribution +52% on higher margins and lower cost

**Asset Quality** 

5.5% **NPE** ratio

- Impairment charge of €1m reflecting improved economic outlook and minimal loan loss experience
- NPE ratio reduced to 5.5%, supported by €0.3bn Irish mortgage securitisation
- 99% of payment breaks now concluded with minimal impact on asset quality

**Transformation** 

4%

costs

Reduction in

- 7<sup>th</sup> straight reporting period of sustainable cost reductions
- End-to-End customer journey programme delivering c.€60m in annualised cost savings
- Ongoing progress in systems transformation with digital fulfilment now at 75%

**Capital** 

**15.3%** 

Regulatory CET1 ratio

- Strong capital position; Fully Loaded CET1 ratio 14.1%
- Pre-impairment organic capital generation of 90bps H1 2021 vs 45bps H1 2020
- Sufficient capital to execute proposed inorganic KBC and Davy opportunities

Ipsos MRBI Omnipoll asked 1,000 adults aged 15+ to recall an advertisement they have seen or heard recently anywhere (data from July 2021)

National survey conducted by BOI covering saving, spending, borrowing and planning, scored on a 0-100 scale Bespoke is a personalised and flexible underwriting service for good quality more complex cases

<sup>&</sup>lt;sup>4</sup> Subject to regulatory and competition authority approvals

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# Our Responsible and Sustainable Business strategy is fundamental to our purpose of enabling our customers, colleagues and communities to thrives

Pillar 1 **Enabling all** colleagues to thrive Developing digital ability and employability **Upskilling** and **reskilling** An **inclusive** and **diverse** workplace **50:50** gender target for new leadership appointments

Pillar 2 **Enhancing Financial Wellbeing** Increasing capability and inclusion Protecting the most vulnerable **Enabling better financial decisions** Improve customer Financial Wellbeing<sup>2</sup> Index to >70

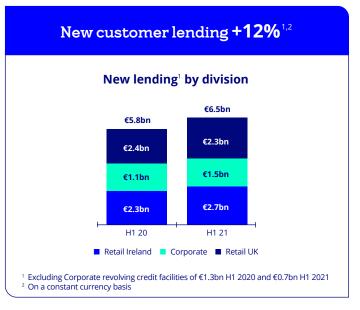
Pillar 3 Supporting the **Green Transition** Setting Science Based Targets<sup>3</sup> by end 2022

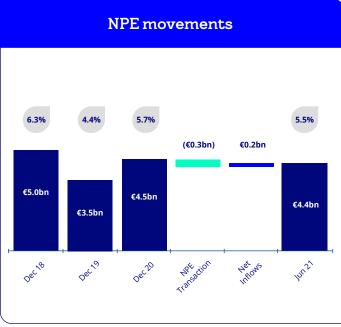
**Providing Sustainable Finance** 

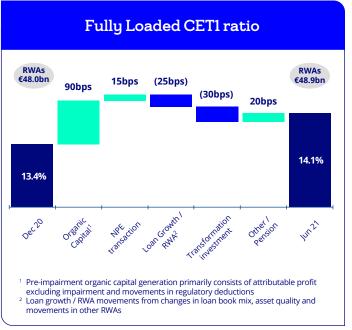
**Transparently** report progress

Own operations Net Zero by 2030









- Full 'Investing in Tomorrow' RSB Strategy explained in RSB Hub on the Bank of Ireland Group website
- National survey conducted by BOI covering saving, spending, borrowing and planning, scored on a 0-100 scale Science Based Targets/SBTs using methodology aligned with Partnership for Carbon Accounting Financials (PCAF) standards

# Updating guidance for improved 2021 outlook

# **Profitability**

- H2 2021 total income expected to be c.5% higher vs H1 2021 reflecting
  - Higher net interest income<sup>1</sup>
  - Higher business income
  - Valuation items broadly unchanged vs H1 2021
- · Costs will continue to reduce
  - 2021 costs <€1.65bn
  - 2023 costs of €1.5bn

# **Asset Quality**

 Subject to no material change in the economic conditions or outlook, we expect the H2 2021 impairment charge to be broadly similar to H1 2021 and supported by the current stock of ILAs of €2.1bn

# **Capital**

- End 2021 CET1 ratios expected to increase by c.30bps – 50bps above Jun 2021 levels
- Additional balance sheet optimisation initiatives being progressed during H2 2021
- Group has sufficient capital resources available to support execution of proposed inorganic opportunities
- Distributions to recommence on a prudent and progressive basis based on performance and capital outlook

# Credit ratings and key ratios

## Bank of Ireland Group plc (holding company of the Group)

Rating Agency	Standard & Poor's	Moody's	Fitch
Long Term	BBB-	Baa1	BBB
Outlook*	Negative	Stable	Negative
Short Term	A-3	N/A	F2

Capital	
Fully Loaded	14.1%
Transitional	15.3%
Fully Loaded Leverage Ratio	6.0%
MREL Ratio	27.6%

### **Governor and Company of the Bank of Ireland**

Rating Agency	Standard & Poor's	Moody's	Fitch
Long Term	A-	A2 (Deposit Rating A2)	BBB+
Outlook*	Negative	Stable (Deposit Outlook Stable)	Negative
Covered Bond Rating	N/A	Aaa	N/A
Short Term	A-2	Prime-1	F2

Liquidity		
Liquidity Coverage Ratio	177%	
Net Stable Funding Ratio	138%	
Loan to Deposit Ratio	85%	

# ESG Ratings

ESG Rating Agency	Rating	
Sustainalytics	20.4	
S&P Global	44	
MSCI	BB	
CDP	В	

#### Legal disclaimer

This document contains forward-looking statements with respect to certain of the Bank of Ireland Group plc (the 'Company' or 'BOIG plc') and its subsidiaries' (collectively the 'Group' or 'BOIG plc Group') plans and its current goals and expectations relating to its future financial condition and performance, the markets in which it operates and its future capital requirements. These forward-looking statements often can be identified by the fact that they do not relate only to historical or current facts. Generally, but not always, words such as 'may,' 'could,' 'should,' 'will,' 'expect,' 'intend,' 'estimate,' 'anticipate,' 'assume,' 'believe,' 'plan,' 'seek,' 'continue,' 'target,' 'goal,' 'would,' or their negative variations or similar expressions identify forward-looking, but their absence does not mean that a statement is not forward-looking.

Examples of forward-looking statements include, among others: statements regarding the Group's near term and longer term future capital requirements and ratios, level of ownership by the Irish Government, loan to deposit ratios, expected impairment charges, the level of the Group's assets, the Group's financial position, future income, business strategy, projected costs, margins, future payment of dividends, the implementation of changes in respect of certain of the Group's pension schemes, estimates of capital expenditures, discussions with Irish, United Kingdom, European and other regulators and plans and objectives for future operations. Such forward-looking statements are inherently subject to risks and uncertainties, and hence actual results may differ materially from those expressed or implied by such forward-looking statements.

Such risks and uncertainties include, but are not limited to, those as set out in the Risk Management Report in the Group's Interim Report for the six months ended 30 June 2021. Investors should also read 'Principal Risks and Uncertainties' in the Group's Interim Report for the six months ended 30 June 2021 beginning on page 27.

Nothing in this document should be considered to be a forecast of future profitability, dividends or financial position of the Group and none of the information in this document is or is intended to be a profit forecast, dividend forecast or profit estimate. Any forward-looking statement speaks only as at the date it is made. The Group does not undertake to release publicly any revision to these forward-looking statements to reflect events, circumstances or unanticipated events occurring after the date hereof.

<sup>&</sup>lt;sup>1</sup> Including c.€50m potential income benefit from TLTRO III if second benchmark achieved in Dec 2021

<sup>\*</sup> Long term outlook