



# Fixed Income Investor Presentation

August 2006

# Forward Looking Statement

This presentation may contain projections and forward-looking statements. Any such forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the Bank of Ireland Group's actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements.

Any such forward-looking statements will be based on numerous assumptions regarding the Group's present and future business strategies and the environment in which the Group will operate in the future. Further, any forward-looking statements will be based upon assumptions of future events which may not prove to be accurate. Any such forward-looking statements in these materials will speak only as at the date of this presentation and the Group assumes no obligation to update or provide any additional information in relation to such forward-looking statements.

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# Bank of Ireland Overview

# Bank of Ireland Profile

- Oldest Bank in Ireland — established in 1783
- Diversified financial services group, with operations principally in Ireland & the UK
- Largest Irish Listed Bank by Total Assets: €162.3bn @ Mar 2006
- History of sustained profit growth and high asset quality
- Joint Highest Rated Irish Listed Financial Institution<sup>1</sup>

Moody's	Aa3 (since 1998)	stable outlook
S&P	A+ (since 1998)	positive outlook
Fitch	AA- (since 1995)	stable outlook
- Market Capitalisation of €14.5bn (August 2006)



<sup>1</sup> Senior debt ratings shown

# Clear Strategy and Track Record of Success

## Our Vision:

**“To be the number one bank in Ireland with dynamic businesses growing internationally”**

## Our Strategy:

- Maximise returns from our leading position in Ireland
- Substantially grow our businesses in the UK
- Grow our portfolio of niche, skill-based businesses internationally

## Track Record of Success:

- 12 consecutive years of loan impairment  $\leq$  20bp (FYE March 2006: 11 bps)
- 13 consecutive years of ROE  $\geq$  20% (FYE March 2006: 24%)
- 15 consecutive years of profit growth (FYE March 2006: 16%)

# Delivering Results on Commitments

1

**“Develop a competitive, lower-cost operating model”**

- Launched Strategic Transformation Programme
- Delivering savings ahead of target

2

**“Achieve real customer differentiation”**

- Launched “Changing For You” Customer Programme
- More front-line staff, improving branches, innovative customer propositions, free banking, shortening queues

3

**“Conclude review of our UK businesses and take action”**

- Sold Bristol & West branch network and Chase de Vere
- Clear focus on 3 growth segments

4

**“Deliver on the UK Post Office Venture”**

- Successful export & implementation of sales effectiveness model
- Sales traction established in POFS - Customer numbers ahead of target

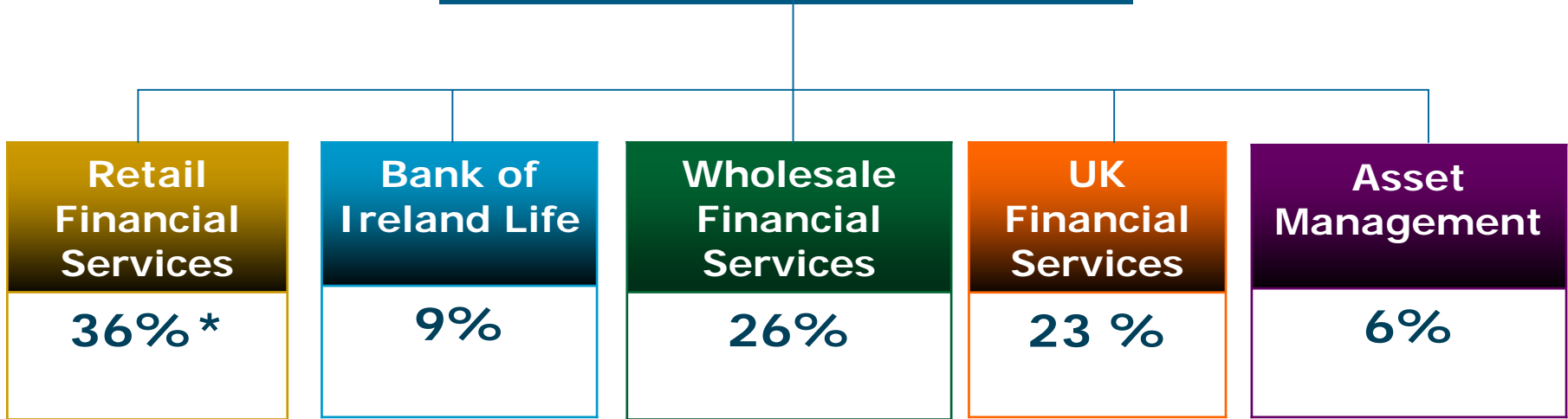
5

**“Create more growth platforms in international businesses”**

- Investing in people, new capabilities & new geographies in Wholesale
- Re-modelling Asset Management Services

# Group Structure - Growing on a Diversified Platform

## Bank of Ireland Group



### Our activities

- Retail Banking
- Business Banking
- Corporate Banking
- Wealth Management
- Life & Pensions
- Asset Management
- Treasury

### Our profits

- 64% Ireland
- 22% UK
- 14% Rest of World

### Our markets

Ireland, the UK,  
North America,  
France,  
Germany,  
Australia, Japan

### Our Shareholders

#### Institutional

- 12% UK
- 18% Ireland
- 20% Europe & Rest of World
- 21% US

#### Retail

- 29%

\*NOTE: % PBT from each division excluding central costs for full year to March 2006.

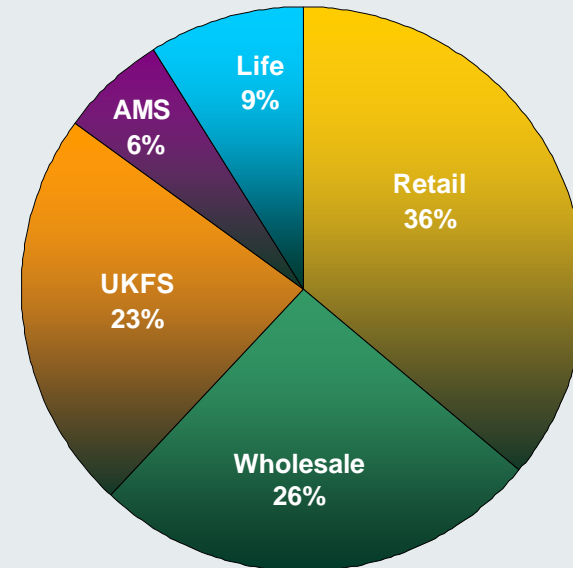


# Group Structure - Growing on a Diversified Platform

## PBT by Division

	Mar 06	Mar 05	%
	€m	€m	Change
Retail ROI	550	465	18
Bank of Ireland Life	134	81	65
Wholesale FS	386	325	19
UKFS*	349	332	5
Asset Mgmt Services	85	125	(32)
Group Centre	<u>(111)</u>	<u>(122)</u>	9
Underlying PBT	1393	1206	16
Non-core items**	<u>206</u>	<u>14</u>	
Profit Before Tax	1599	1220	31

## Group Divisional Profitability\*\*\*



\*\*\* Excludes Group Centre

- Excellent growth in Retail, Life and Wholesale: Strong volume growth, excellent cost control and asset quality
- UK Financial Services poised for significant profit uplift
- Profit decline in Asset Management as guided - broadening scope of activities

\*POFS fully consolidated from 1<sup>st</sup> August 2004

\*\* 2006 figures mainly consist of a €176m profit on disposal of the B&W branch network

# Bank of Ireland Divisional Overview

## Retail Republic of Ireland and Bank of Ireland Life

- Leading position in Ireland
- Presence in all market segments:
  - branch banking
  - wealth management
  - business banking through direct & indirect channels
- Growing market share in an increasingly competitive market environment

Irish Market Shares in 2006	
Mortgages <sup>1</sup>	19%
Credit Cards in issue <sup>1</sup>	34%
SME Current Accounts <sup>2</sup>	36%
Life Assurance <sup>3</sup>	25%

Source: 1. Central Bank of Ireland  
2. MORI Syndicated Research 3. Irish Insurance Federation

## Wholesale Financial Services

- Leading Treasury, Stockbroking and Corporate Finance advisers in Ireland
- Corporate Banking has leading market share with international Irish corporates and multinationals operating in Ireland
- Strong international income flow from niche, skills-based businesses adding to Group profit diversification
- Strong asset quality, modest proprietary trading and sound governance, controls & risk culture

# Bank of Ireland Divisional Overview

## UK Financial Services

- Strategy is to focus on mortgages, business banking and on consumer banking, primarily through our joint ventures with the UK Post Office – Post Office Financial Services (PO FS) and First Rate Travel Services
- A key player in the UK specialist mortgage market, with growing market share, while maintaining an excellent arrears profile
- PO FS gives exposure to Europe's largest retail network with 44 million customers per year

## Asset Management Services

- Provides fund management services to institutions and pension funds in Ireland and overseas, along with custodial services
- BIAM is the most successful Irish-owned fund management business
- Focus at BIAM is on performance improvement and cost control following net funds outflows of €11.3bn in the year to 31 March 2006
- Purchase of Guggenheim Alternative Asset Management in January 2006

Assets Under Management *	
BIAM	€45.1bn
Iridian	US\$10.7bn

\* As at 31 March 2006

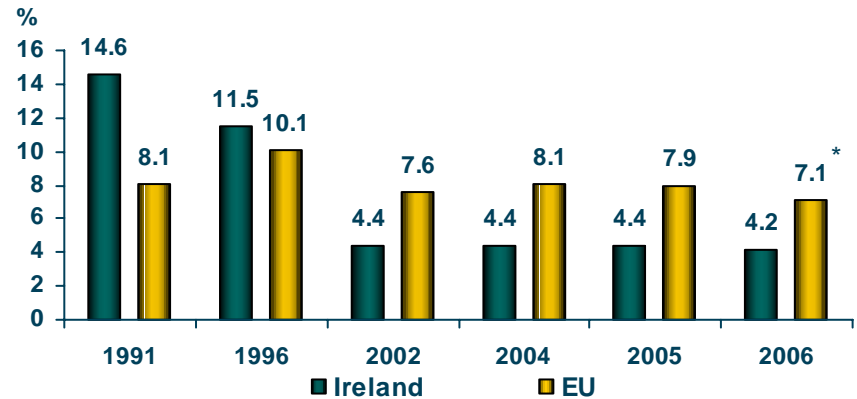
# Overview of the Irish Economy

## Ireland – The most successful growth story in Europe

- Fastest growing economy in the eurozone
  - GDP per capita has grown from 69% of the EU average in 1985 to 125% in 2005
- GDP growth forecasts\*
  - 6.0% 2006 (e)
  - 6.0% 2007
  - 5.0% 2008
- Low inflation & low interest rates
- Numbers employed 2m - highest ever
- ‘Full’ employment ....but employment still growing,.... immigration and increased participation
- Strong demographics
- Total numbers at work have grown by 80% since 1985

\*Source: Bank of Ireland Global Markets Economics Research Unit

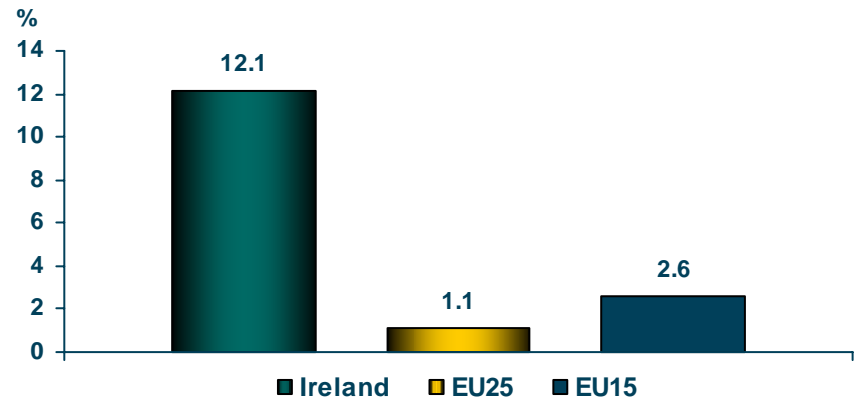
### Unemployment Rate



Source: CSO & Eurostat

\* Expected

### Projected Population Growth (2005-2015)\*



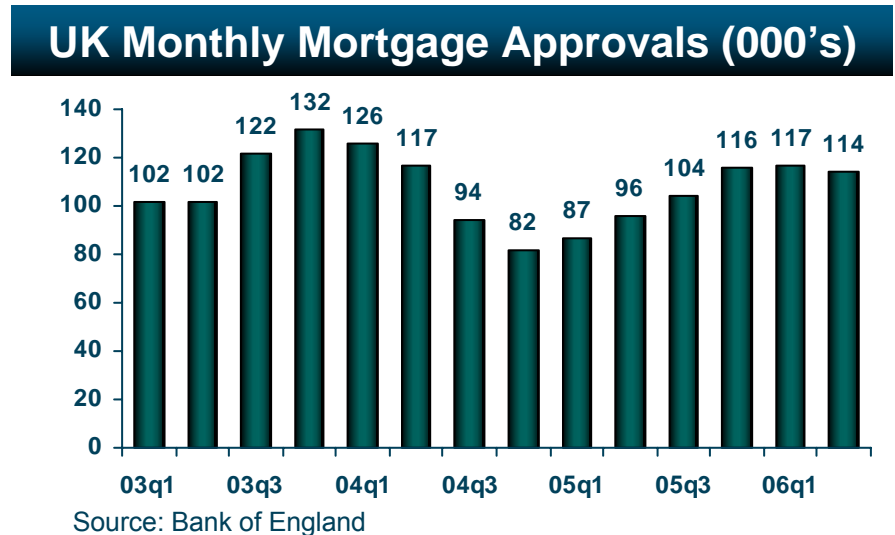
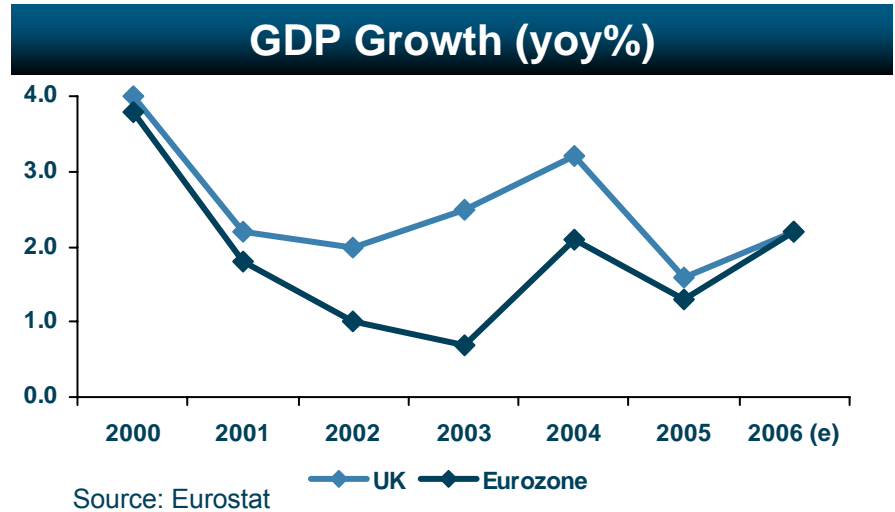
\*Source: Eurostat

# Overview of the UK Economy

## UK – Stable Economic Growth

- Good growth rates expected:\*
  - 2.7% GDP growth in 2006
  - 2.5% GDP growth in 2007 & 2008
- Improving sentiment in UK housing market
- More positive economic outlook for 2006
- Well positioned in chosen segments
- Quality of business remains outstanding

\*Source: Bank of Ireland Global Markets Economics Research Unit



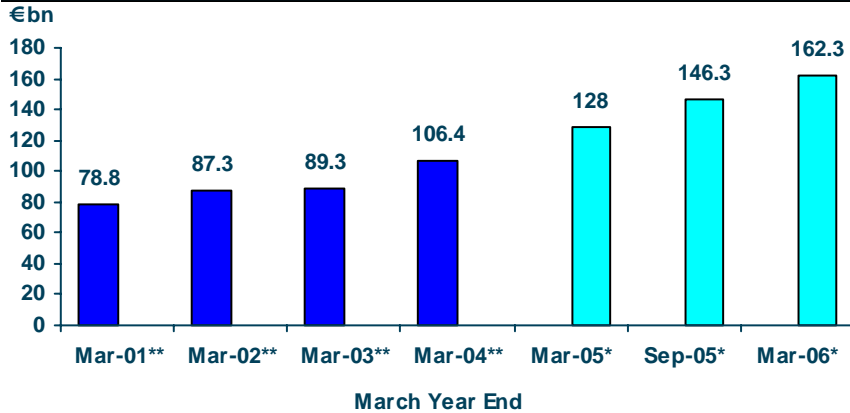


# Financial Performance

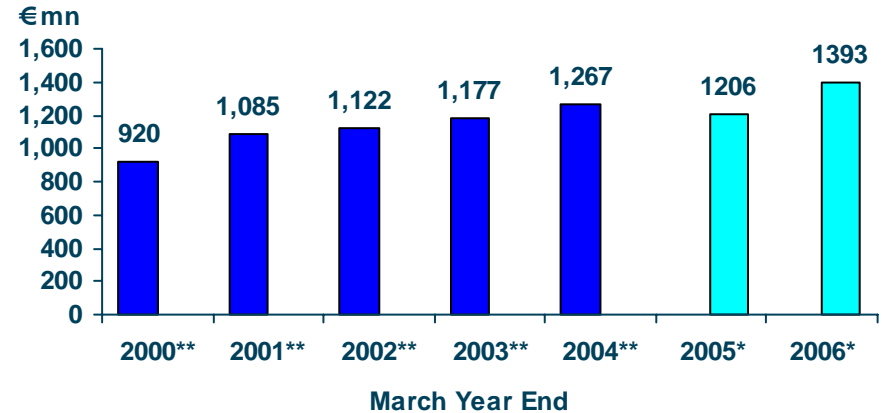
# Performance Overview

Bank of Ireland has continued to see strong asset and earnings growth from a geographically diversified platform

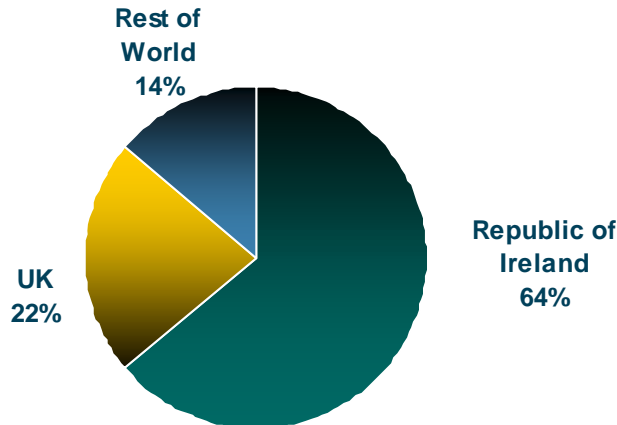
## Asset Growth



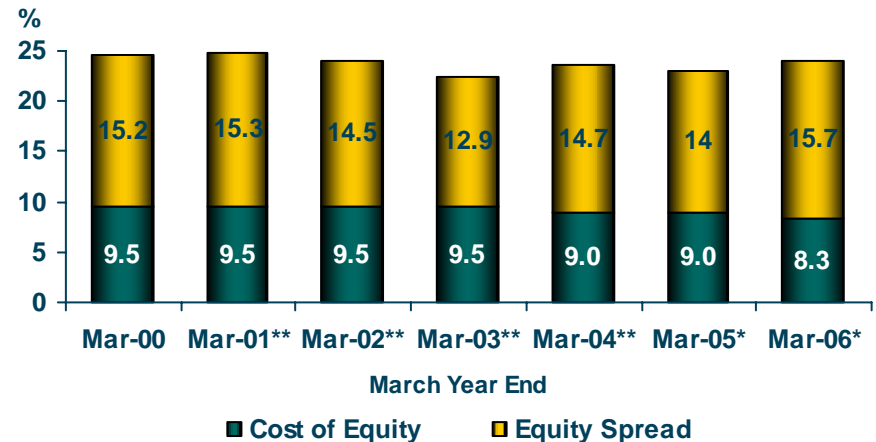
## Profit (before tax & exceptional items)



## PBT March 2006\*



## RoE

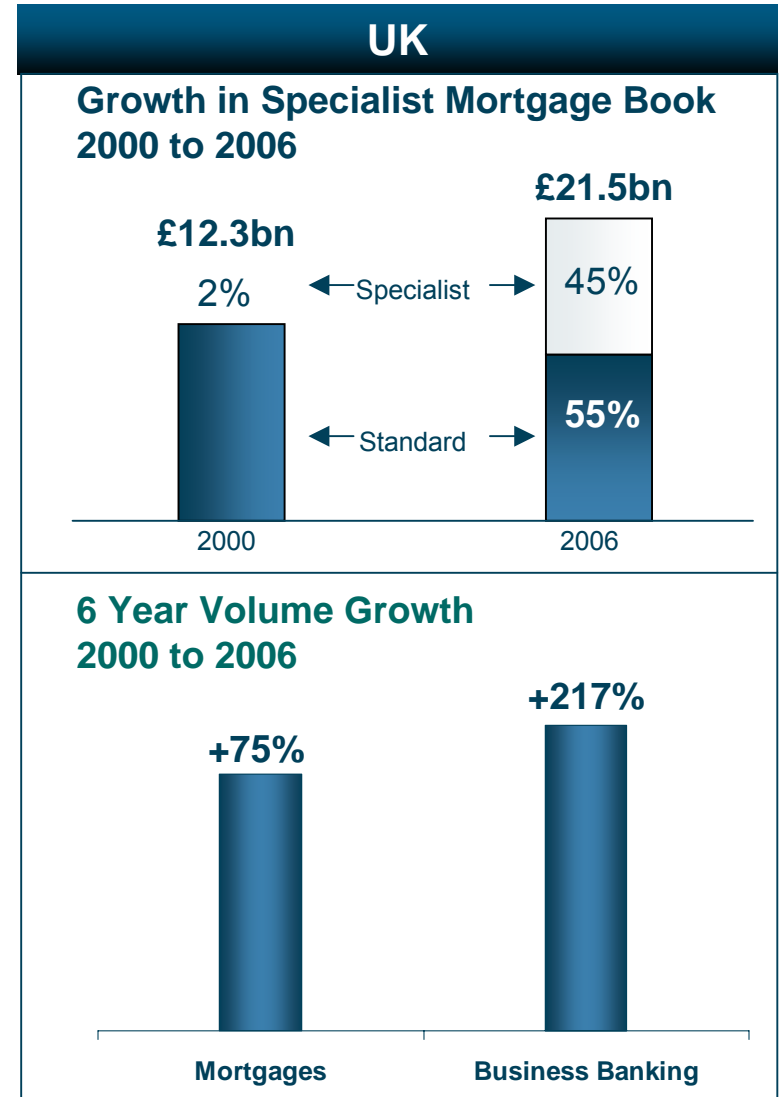
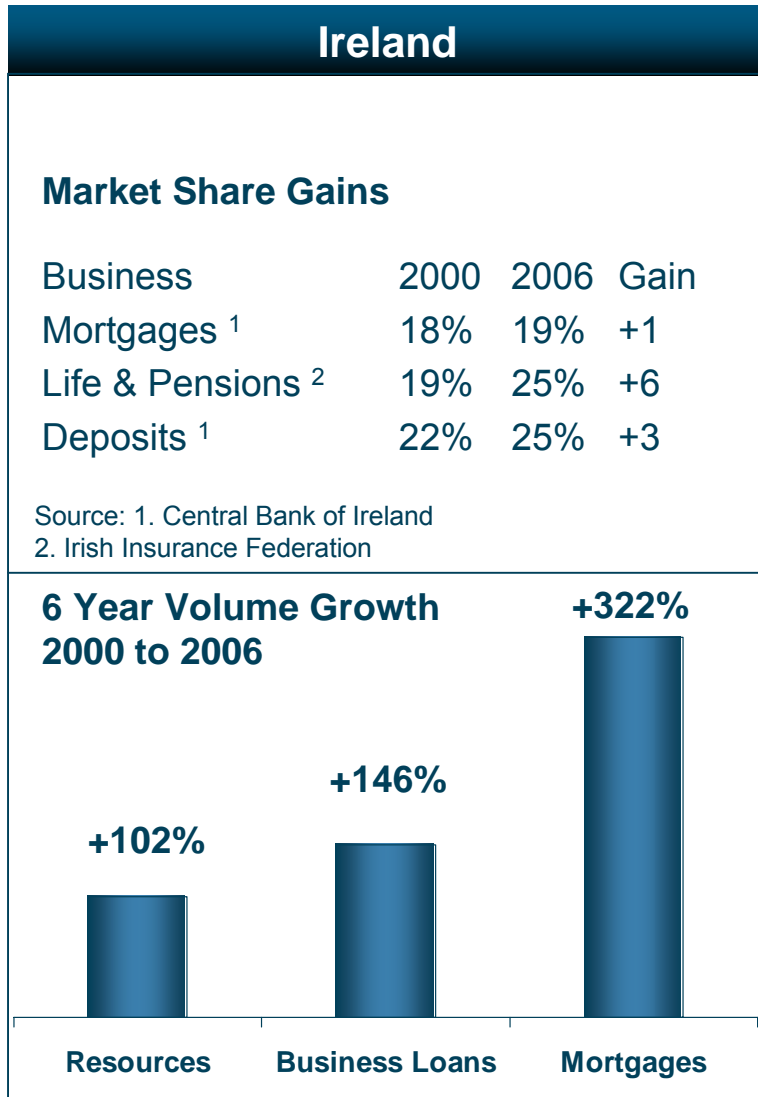


\* IFRS

\*\* Irish GAAP

# Performance Overview

## Substantial business growth in both Ireland and the UK





# Year End Financial Highlights

	March 2006	Proforma March 2005		Change
<b>Profit Before Tax</b>	€1599m	€1220m	↑	31%
<b>Underlying Profit Before Tax</b>	€1393m	€1206m	↑	16%
<b>Earnings Per Share</b>	136.4c	103.9c	↑	31%
<b>Underlying Earnings Per Share</b>	118.5c	102.3c	↑	16%
<b>Impairment Losses</b>	11bps	11bps		-
<b>Balance Sheet</b>	€162.3bn	€128.0bn	↑	27%
<b>Return on Equity</b>	24%	23%	↑	1
<b>Cost Income Ratio</b>	57.1%	59.9%	↓	2.8

Note: Underlying excludes the impact of non-core items: gains on disposal of business activities; gross-up of policyholder tax in the Life business; charge for hedge ineffectiveness on transition to IFRS; restructuring programmes and impairment loss provision write back.

# Year End Financial Highlights

## Key Metrics

	Mar 06	Mar 05	% Change
Underlying PBT	€1393m	€1206m	16
Underlying EPS	118.5c	102.3c	16
Cost Income Ratio	57.1%	59.9%	(2.8)
Dividend Per Share	52.5c	45.6c	15
Return on Equity	24%	23%	1
Risk Weighted Assets	€97.5bn	€75.9bn	28

## Group Income Statement *excl non-core items*

	Mar 06 €m	Mar 05 €m	% Change
Net Interest Income	2307	1971	17
Other Income*	<u>1132</u>	<u>1207</u>	(6)
Total Income*	3439	3178	8
Operating Expenses	(1988)	(1923)	3
Impairment Losses	(103)	(79)	30
Associates/JVs <i>post tax</i>	<u>45</u>	<u>30</u>	50
Underlying PBT	1393	1206	16

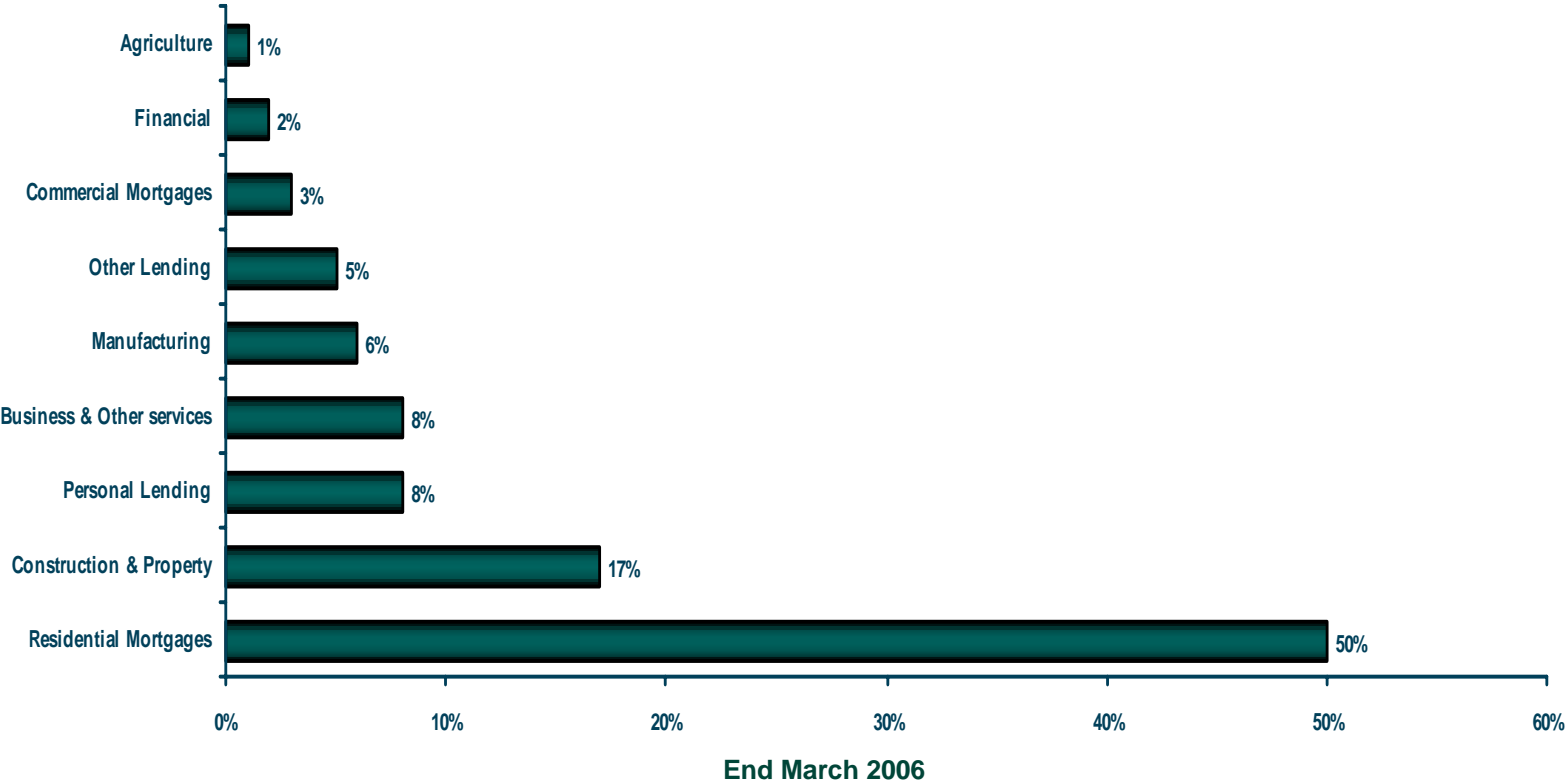
\* Net of increase in insurance contract liabilities and claims

## Highlights

- Excellent profit growth
- Driven by:
  - Strong loan growth
  - Continued low Impairment losses
- Strong key metric performances
- Positive cost/income growth trends
  - Positive jaws
  - Cost/Income ratio down 2.8% percentage points to 57.1%
- RWA growth moderating

# Asset Quality

## Diversification of Loan Book



High quality loan book with 50% of loan assets secured against residential properties

# Asset Quality

## Impairment Losses on Loans

	Mar 06 €m	Mar 05* €m
Specific	114	138
IBNYR**	10	-
NDSP***/General	-	(38)
Recoveries	<u>(21)</u>	<u>(21)</u>
Total €m	103	79
Charge on Average Loans	11bps	11bps

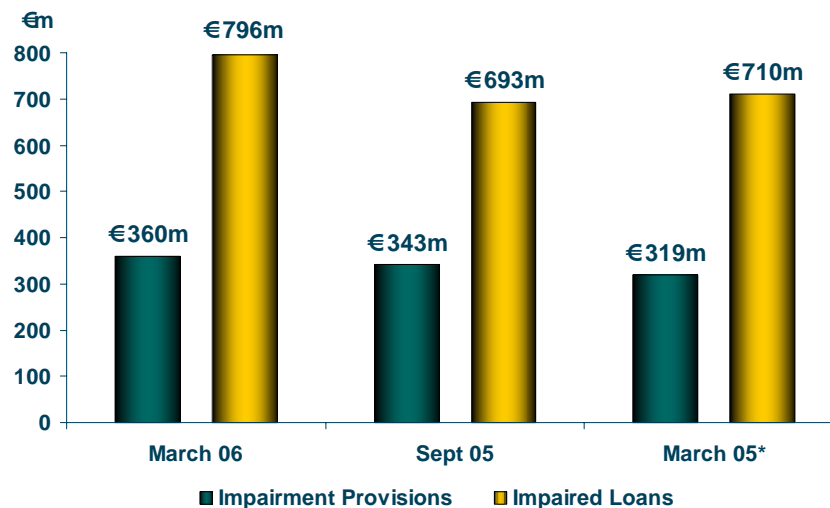
\* Excludes release from loan impairment provisions of €100m

\*\*IBNYR – Incurred But Not Yet Reported

\*\*\*Non Designated Specific Provision

- Continued excellent asset quality in benign credit environment
- Charge on average loans 11bps – below trend
- Well diversified and proactively managed loan book
- Strong underwriting and arrears management skills

## Asset Quality

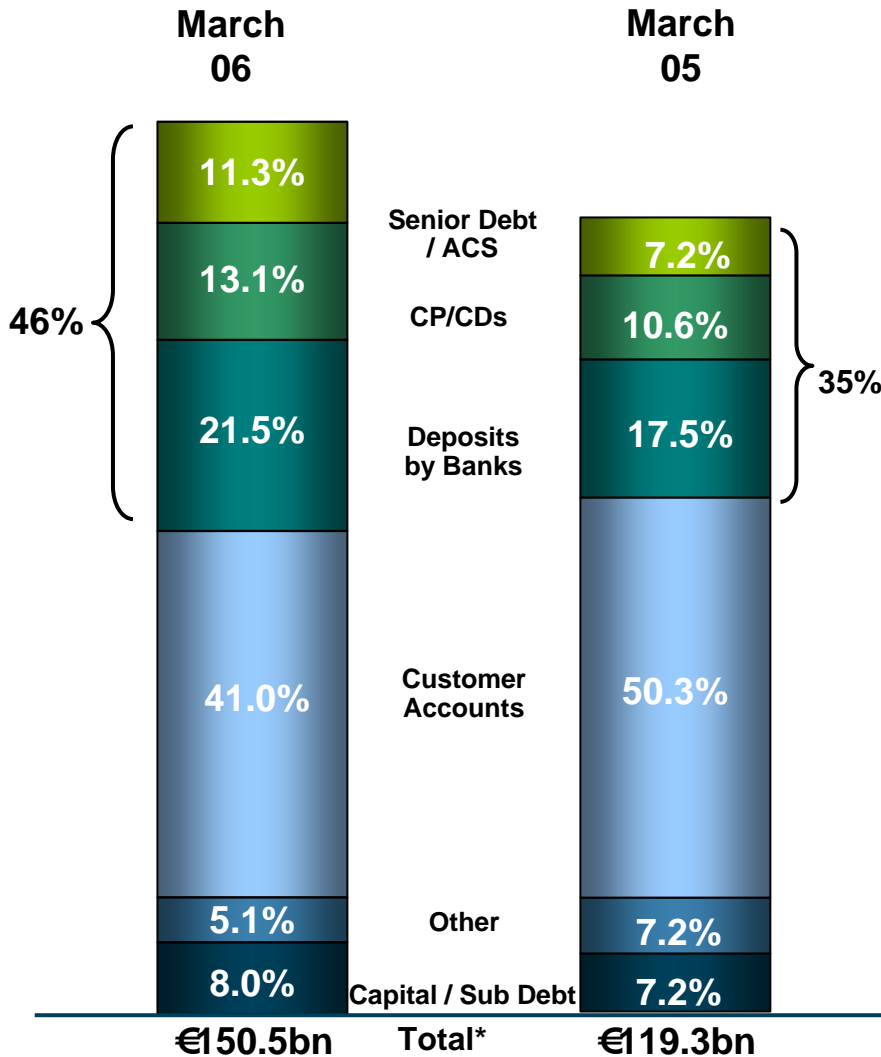


\* After release from loan impairment provisions of €100m



# Funding & Capital Management

# Balance Sheet Funding



## Continued Diversification

- Increased wholesale funding from 35% in March 2005 to 46% in March 2006 (Sept 2005 45%)
- Driven by:
  - Impact of sale of Bristol & West deposit book added c. 6 percentage points
  - Strong lending volumes not matched by customer accounts
- Continued funding diversification:
  - ACS programme including private placements
  - US\$ extendible notes issue
  - Canadian \$ CP programme
  - French € CD programme
- Outlook
  - Closer alignment of customer lending & deposit growth

\* Excludes Life funds held on behalf of policyholders: Mar 06 €11.8bn Mar 05 €8.7bn

# Bank of Ireland Funding Strategy

- Maximising 'core' customer deposits and the closer alignment of lending and deposit growth
- Develop and diversify wholesale funding channels, maintain the most appropriate mix of short term and long term funding and achieve the optimal funding cost
- Extensive debt investor programme to ensure we are satisfying our current investor requirements while growing and diversifying our investor base

## Funding Programmes / Facilities

- €25Bn EMTN (Vanilla & Structured issuance)
- €10Bn ACS Programme
- Extendible notes
  
- €5Bn ECP Programme
- London CD Facility
- \$15Bn USDCP Programme
- C\$2.5Bn Canadian CP Programme
- €5Bn French CD Programme

# Strong Capital Base

## Capital Ratios

	Mar 06	Mar 05
	%	%
Total Capital	11.4	10.9
Tier 1 Capital	7.5	7.9

## Asset Growth

	Mar 06	Mar 05	%
	€bn	€bn	Change
Retail FS RWAs	26.7	22.0	22
Wholesale FS RWAs	34.9	26.5	32
UKFS RWAs	34.2	26.0	31
Other RWAs	<u>1.7</u>	<u>1.4</u>	18
Risk Weighted Assets	97.5	75.9	28
Total Assets	162.3	128.0	27

## Strong Capital Base and Rating

- Strong capital position
  - Tier 1 ratio of 7.5%
  - Total Capital ratio of 11.4%
- Adequate capital for planned growth
  - 16/17% annual RWA growth supported by retained earnings
  - Flexibility within the Balance Sheet
- RWA growth to moderate
- Strong credit rating<sup>1</sup>
  - Moody's Aa3 (Stable)
  - S&P A+ (Positive)
  - Fitch AA- (Stable)

<sup>1</sup> Senior debt ratings shown



# Bank of Ireland Capital Management Objectives

- Strong balance sheet growth projected to continue, driven by domestic and UK asset growth
- Optimisation of capital and balance sheet structure consistent with regulatory and rating agency parameters
- Committed to providing regular updates to fixed income investors
- Objectives
  - Investor Diversification
  - Benchmark issuance
  - Structural FX – alignment of capital and risk asset mix by currency
  - Maturity Profile



# Conclusion

# Bank of Ireland Objectives Going Forward

- Maximise returns from our leading position in Ireland
  - Drive volume growth without compromising asset quality
  - Achieve further market share gains
  
- Substantially grow our businesses in the UK
  - Deliver on investment in Business Banking
  - Build on momentum in Mortgage Business
  - Deliver on POFS opportunity
  
- Grow our portfolio of niche, skill-based businesses internationally
  - Wholesale Financial Services (WFS)
    - Deliver on expansionary investment
    - Continue to exploit niche international opportunities
  - Asset Management Services (AMS)
    - Stabilise & position for growth
  
- Continue to deliver on Strategic Transformation Programme

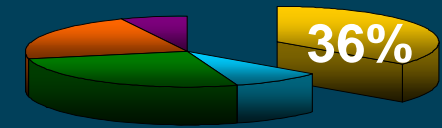
# Key Messages

- Diversified financial services group principally in Ireland and the UK
  - Retail, wholesale, and asset management operations
- Delivered excellent profit performance – Strong volume growth with tight cost control
- Delivery on commitments – clear strategy delivering results
- Optimism regarding the growth prospects of the Irish and UK economies
- Substantial business growth continues in both Ireland and the UK
- Excellent asset quality and robust capitalisation with strong credit ratings



# Appendix

- Divisional Performance Review
- Asset Quality Overview
- Strategic Transformation Programme Overview
- Irish Economic Environment Overview
- Bank of Ireland Short and Medium Term Funding



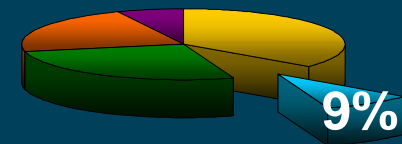
## Income Statement

	Mar 06 €m	Mar 05 €m	% Change
Net Interest Income	1119	1020	10
Other Income*	<u>356</u>	<u>314</u>	13
Total Income	1475	1334	11
Operating Expenses	(871)	(818)	6
Impairment Losses	<u>(54)</u>	<u>(51)</u>	6
Profit Before Tax	550	465	18

## PBT +18%

- Excellent profit performance driven by:
  - Strong volume growth
  - Higher fee income
  - Aggressively managed costs
  - Excellent asset quality – 15bps charge
  
- Significant efficiency improvement
  - Positive cost income jaws
  - Cost income ratio down from 61% to 59%
  
- Margin attrition due to:
  - Low interest rate environment, wholesale funding, product mix & competition
  
- Competing from a position of strength
  - Multi-channel distribution
  - Sales effectiveness
  - Customer proposition

\* Includes income from associates and joint ventures Mar 06 €5m, Mar 05 (€2m)



## Income Statement (IFRS)

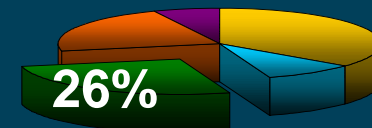
	Mar 06 €m	Mar 05 €m	% Change
Income*	208	172	21
Operating Expenses	<u>(95)</u>	<u>(93)</u>	2
Operating Profit	113	79	43
Discount Rate Change	4	-	
Investment Variance	<u>17</u>	<u>2</u>	
Profit Before Tax**	134	81	65

## PBT +65%

- Excellent profit growth
  - Strong APE sales growth +30%
  - Tight cost control +2%
  - IT enabled efficiency gains
  
- PBT benefited from non-recurring items
  - Reduction in discount rate of 0.5% to 7.5%
  - Positive investment variance
  
- Very positive outlook
  - Strong economy
  - Favourable demographics

\* Net of increase in insurance contract liabilities and claims

\*\*Excludes policyholders' tax gross up (Mar 06 €69m and Mar 05 €26m)



## Income Statement

	Mar 06	Mar 05	% Change
	€m	€m	
Net Interest Income	454	325	40
Other Income	<u>243</u>	<u>278</u>	(13)
Total Income	697	603	16
Operating Expenses	(288)	(240)	20
Impairment Losses	<u>(23)</u>	<u>(38)</u>	(39)
Profit Before Tax	386	325	19

## PBT – Business Analysis

	Mar 06	Mar 05	% Change
	€m	€m	
Corporate Banking	213	159	34
Global Markets	134	124	8
Other	<u>39</u>	<u>42</u>	(7)
WFS	386	325	19

## PBT +19%

- Excellent profit growth
  - Corporate Banking +34%
    - Investment in people & new geographies delivering strong lending growth +35%
    - Change in loan mix leading to higher margins
    - Excellent asset quality
    - Loan loss charge, 12bps - below long-term trend
  - Global Markets +8%
    - Focus on customer related business
    - Diversifying earnings by product & geography
- Investment driving cost growth





## Income Statement

	Mar 06 £m	Mar 05 £m	% Change
Net Interest Income	493	429	15
Other Income	<u>63</u>	<u>135</u>	(53)
Total Income	556	564	(1)
Operating Expenses	(329)	(366)	(10)
Impairment Losses	(17)	7	-
Share of Associate <i>post tax</i>	<u>28</u>	<u>22</u>	27
Profit Before Tax*	238	227	5

\* Excludes gain on disposal of Bristol & West branch network in Mar 06 £120m and UKFS re-structuring charge in Mar 05 £16m

## Operating Profit – Business Analysis

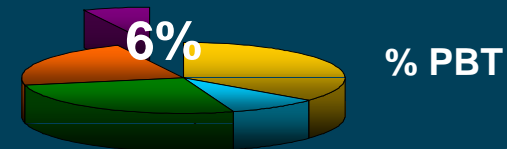
	Mar 06 £m	Mar 05 £m	% Change
Mortgage Business	134	125	7
Business Banking	114	115	(1)
Consumer Fin. Services	6	(6)	-
– POFS	(22)	(32)	31
– FRTS (Post Tax)	28	26	8
Disposed business activity: BWFS & Chase de Vere	(3)	(3)	
Other – Centre**	<u>(13)</u>	<u>(4)</u>	
Profit Before Tax	238	227	5

## PBT +5%

- Division refocused
  - Restructuring complete
  - Focus on 3 growth segments
- Mortgage Business
  - Double digit underlying profit growth
  - Strong lending growth +22%
  - Excellent asset quality with arrears below industry average
- Business Banking
  - Double digit underlying profit growth
  - Investment in business bankers
  - Outstanding volume growth +46%
  - Will reap benefits of investment phase
- Consumer Financial Services
  - FRTS continues to perform well
  - POFS customer base to 475,000

\*\*Includes amortisation of intangible assets associated with POFS (March 2006 £8m, March 2005 £8m). March 2005 also includes the benefit of £7m gain on disposal of a loan book and £2m for the period when POFS was accounted for as an associate.





## Income Statement

	Mar 06	Mar 05	% Change
	€m	€m	
Net Interest Income	7	4	50
Other Income	<u>215</u>	<u>252</u>	(14)
Total Income	222	256	(2)
Operating Expenses	<u>(137)</u>	<u>(131)</u>	5
Profit Before Tax	85	125	(32)

## Assets Under Management

	Mar 06	Mar 05	% Change
	€bn	€bn	
BIAM AUM	€45.1bn	€46.9bn	(4)
Iridian AUM	\$10.7bn	\$10.3bn	4
Guggenheim AUM	\$2.9bn	-	

## PBT (32%)

- Profit decline as guided
- BIAM:
  - Continued net fund outflows - €11.3bn
  - Slower pace
  - Loss of higher margin business
- Iridian & BoISS continue to perform well
- Repositioning Division & broadening activities:
  - Acquired 71.5% Guggenheim Advisors
- AMS profits do not reflect full year impact of BIAM mandate losses

# Asset Quality

	Mar 06	Sept 05	Mar 05
<b>Impaired Loans (€m)</b>			
Ireland	461	420	391
UK	230	197	225
International	<u>105</u>	<u>76</u>	<u>94</u>
<b>Group</b>	<b>796</b>	<b>693</b>	<b>710</b>
<b>Impairment Provisions (IP) €m</b>			
Ireland	215	207	209
UK	69	61	80
International	76	75	61
NDSP	-	-	69
Release from General Provision	<u>-</u>	<u>-</u>	<u>(100)</u>
<b>Group</b>	<b>360</b>	<b>343</b>	<b>319</b>
<b>IP as % of Impaired Loans (%)</b>	<b>45</b>	<b>50</b>	<b>45</b>
<b>IP as % of Average Loans (bps)</b>	<b>39</b>	<b>39</b>	<b>43</b>
<b>P&amp;L Annualised Charge / Average Loans (bps)</b>	<b>11</b>	<b>11</b>	<b>11</b>

## Loan to Value – New Business

Residential Mortgages: ROI		
Average Loan to Value	Mar 06 (12 mths)	Mar 05 (12 mths)
<i>Owner Occupied</i>	75%	73%
<i>Investors</i>	64%	64%

Residential Mortgages: UKFS		
Average Loan to Value	Mar 06 (12 mths)	Mar 05 (12 mths)
<i>Standard</i>	61%	58%
<i>Specialised:</i>		
<i>Self-Certified</i>	77%	73%
<i>Buy To Let</i>	71%	67%

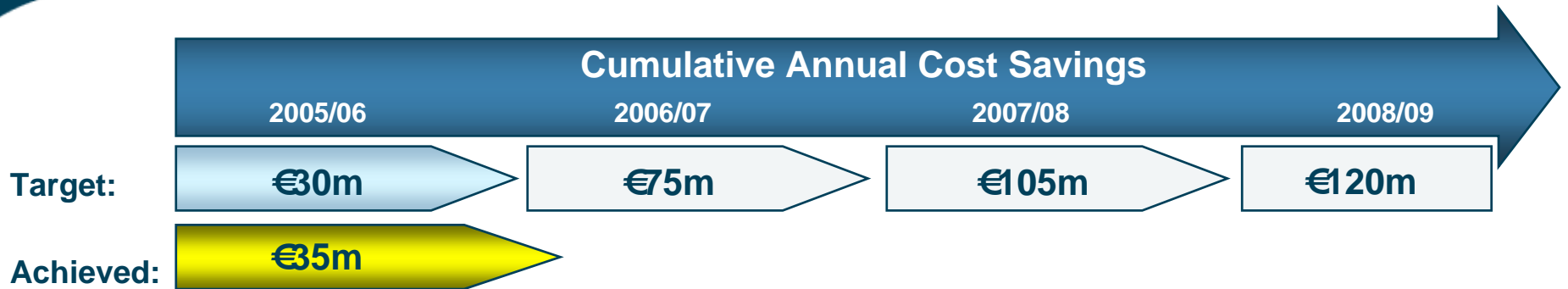
# Republic of Ireland Residential Mortgages

<b>New Business LTVs</b>	<b>&lt;75%</b>	<b>75-90%</b>	<b>90-92%</b>	<b>92-100%</b>	<b>&gt;100%</b>
Mar 06 (%)	48	32	11	9	0
Mar 05 (%)	53	33	10	4	0
<b>Arrears Profile</b>	<b>1-6mths</b>	<b>6-12mths</b>	<b>12+ mths</b>	<b>Total</b>	
Mar 06 (%)	0.4	0.2	0.2	0.8	
Mar 05 (%)	0.7	0.2	0.2	1.1	

# UK Residential Mortgages

<b>New Business LTVs</b>	<b>&lt;75%</b>	<b>75-90%</b>	<b>90-95%</b>	<b>95-100%</b>
Mar 06 (%)	45	41	8	6
Mar 05 (%)	55	37	6	2
<b>Arrears Profile</b>	<b>1-6mths</b>	<b>6-12mths</b>	<b>12+ mths</b>	<b>Total</b>
Mar 06 (%)	0.7	0.1	0.1	0.9
Mar 05 (%)	0.7	0.1	0.1	0.9

# Strategic Transformation Programme



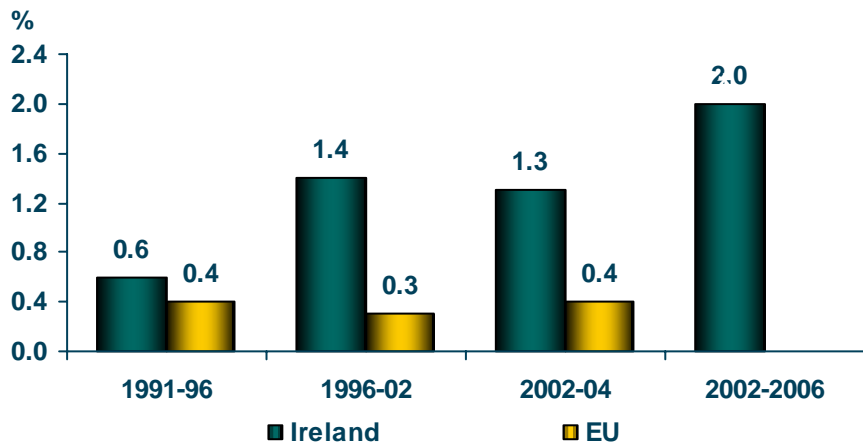
## Programme Progress

- Cost savings ahead of target for 2005/06
- Headcount reduction
- New streamlined operating model
  - Consolidation of support functions
  - Group Manufacturing function established
  - Consolidation of processes
- Cost of programme in line with guidance
- Cost savings for 2006/07 will exceed target

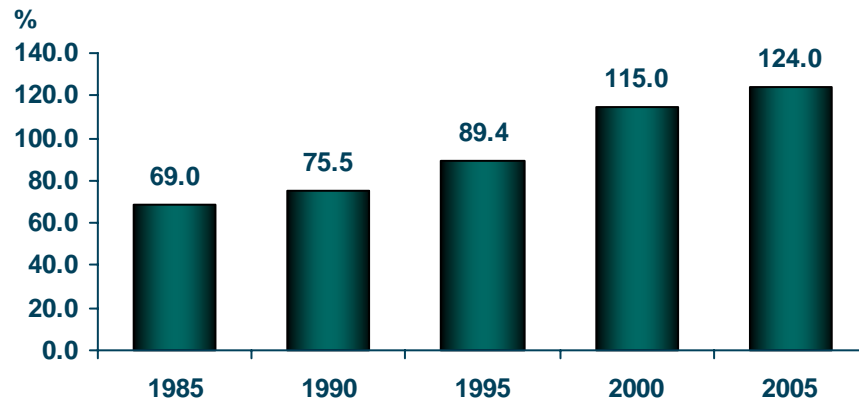
Implementation Costs	€m
▪ Target for programme	210
– STP P&L charge in year to 31 Mar 2006	32
– STP P&L charge in year to 31 Mar 2005	<u>117</u>
▪ Cumulative P&L charge of programme	149

# Irish Economic Environment - Overview

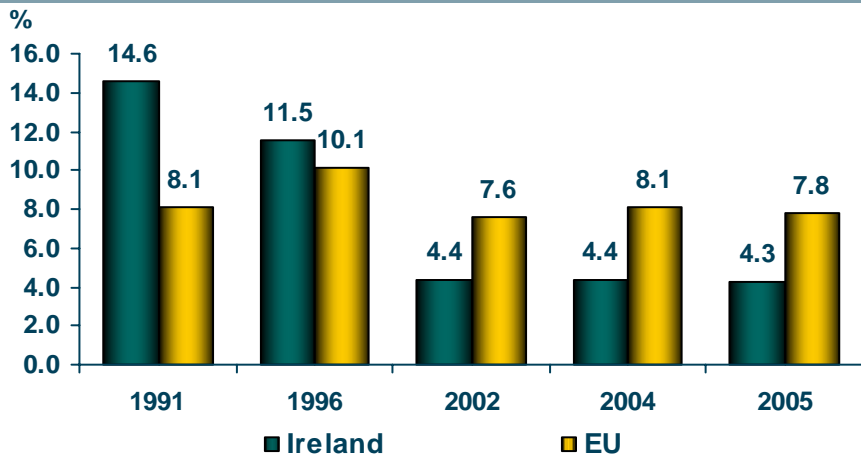
## Population Ave. Annual Growth



## GDP Per Capita (vs. EU Average=100)



## Unemployment Rate



- Ireland was in a position of relative weakness compared to its European peers in the 1980's.
- It has seen significant growth in the last 20 years with GDP per Capita growing from 69% of the EU average in 1985 to 123% in 2004.
- With the strength of the fundamentals, the Irish economy can support this growth going forward. Bank of Ireland Global Markets are forecasting 5.5-6.0% GDP growth over the medium term, underpinned by 2.5% labour force growth and 3.5% productivity gains (average in last 5 years and the 1990's)

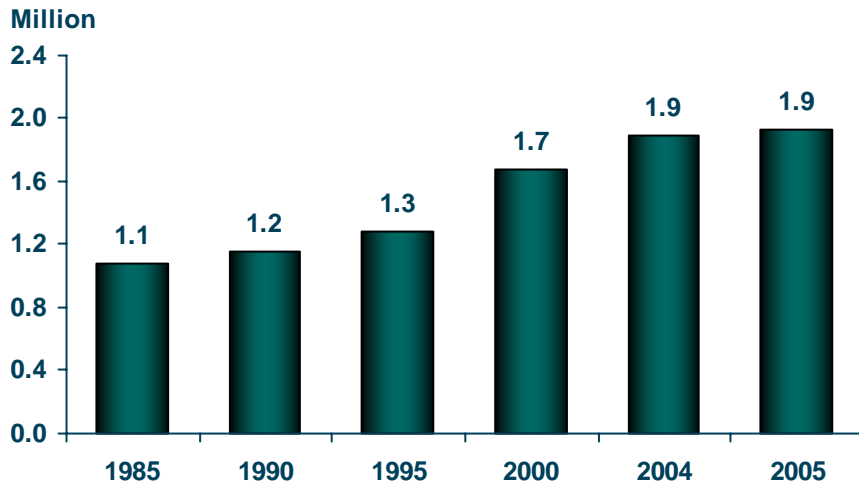
Source: CSO & Eurostat



# Irish Economic Environment - Overview

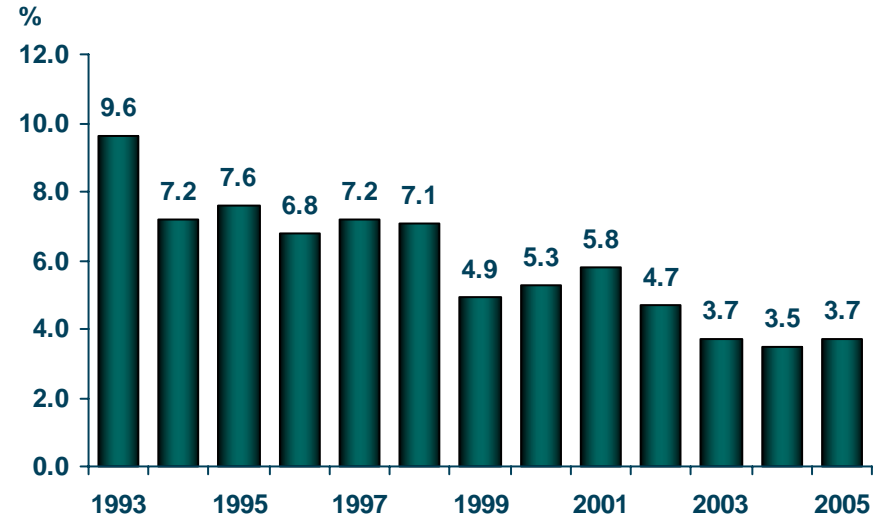
Employment has surged...while mortgage interest rates continue to be low...

## Irish Employment



Source: Irish Central Statistics Office

## Mortgage Interest Rates



Source: BOI Global Markets Economic Research Unit

- Employment in the aggregate continues to grow strongly with 2 million employed by the end of Q1 2006. Over the 12 months the total number employed increased by 90,000.
- The unemployment rate in Q1 2006 was 4.4% (CSO-Quarterly National Household Survey), up from 4.2% a year earlier. Economies are in full employment when unemployment is under 6% - OECD.
- 'Average mortgage rates are now between 4.0% and 5.0% following one percentage point of rate increases by the ECB.

# Bank of Ireland Short Term Funding

## €5Bn ECP Programme

Currency: Multicurrency  
Format: Zero/Coupon Bearing  
Maturity: 0-364 days  
Dealers: The Governor & Company of the Bank of Ireland  
ABN Amro  
Barclays Capital  
Deutsche Bank  
ING Financial Markets  
JP Morgan  
Lehman Brothers  
The Royal Bank of Scotland  
UBS Investment Bank

## €5Bn French CD Programme

Currency: EUR  
Format: Zero/Coupon Bearing  
Maturity: 0-364 days  
Dealers: Bank of America  
BNP  
Calyon  
Societe Generale

## London CD Facility

Currency: EUR/USD/GBP  
Format: Zero/Coupon Bearing  
Maturity: 0-5yrs

## \$15Bn USDCP Programme

Currency: USD  
Format: Discount/interest bearing  
Maturity: 0-364 days  
Dealers: Bank of America  
Citigroup  
Goldman Sachs  
JP Morgan  
Merrill Lynch

## C\$2.5Bn CAD CP Programme

Currency: CAD  
Format: Zero/Coupon  
Maturity: 0-365 days  
Dealers: Bank of Montreal  
CIBC  
Scotia Bank  
RBC

## \$ Extendibles (\$1.75bn deal & \$2bn deal)

Docs: Standalone  
Currency: USD  
Dealers: Goldman Sachs (\$1.75bn & \$2bn deals)  
Morgan Stanley (\$1.75bn deal)  
Merrill Lynch (\$2bn deal)

# Bank of Ireland Medium Term Funding

## €5Bn EMTN Programme

*Unsecured*

Currency: Multicurrency  
Maturity: 2-30 yrs  
Min Denoms: €1,000  
Structures: Fixed and Floating rate notes  
Vanilla & Interest rate linked structures  
Callable notes (shortest call 3mths)  
Dealers: The Governor & Company of the Bank of Ireland  
ABN Amro  
Barclays Capital  
BNP Paribas  
Citigroup  
Credit Suisse First Boston  
Deutsche Bank  
Goldman Sachs International  
HSBC  
Davy  
JPMorgan  
Lehman Brothers  
Merrill Lynch International  
UBS Investment Bank

## €10Bn ACS Programme

*Secured*

Currency: EUR\*  
Maturity: 2-30 yrs  
Min Denoms: €50,000  
Structures: Vanilla\*  
Fixed and Floating rate notes  
Dealers: The Governor & Company of the Bank of Ireland  
ABN Amro  
Barclays Capital  
Citigroup Global Markets  
Commerzbank Corporates & Markets  
Credit Suisse First Boston  
Davy  
Deutsche Bank  
Dresdner Kleinwort Wasserstein  
DZ Bank AG  
Goldman Sachs International  
HSBC  
HVB Corporates and Markets  
IXIS Corporate & Investment Banking  
Landesbank Baden-Wuerttemberg  
Merrill Lynch International  
Morgan Stanley  
Nomura International  
SG Corporate and Investment Banking  
UBS Investment Bank  
West LB AG

\* We will be working towards issuing multi currency and lightly structured notes by end 2006



# Fixed Income Investor Presentation

August 2006