

Group Overview

a diversified financial services group

Bank of Ireland profile



Clear and compelling strategy

Bank of Ireland Group 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

Business overview

- Bank of Ireland strongly positioned
 - traditional relationship-driven retail and commercial bank
 - conservative business philosophy
 - prudent approach to credit risk
 - diversified business portfolio and income streams
 - deep management experience across market cycles
- Successfully managing through period of significant challenge

Highly-rated Irish financial institution

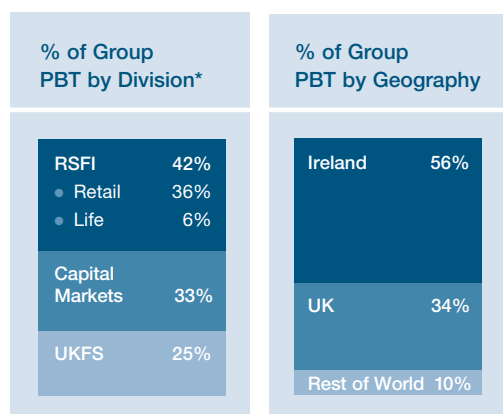
	Moody's	Standard & Poor's	Fitch	DBRS
Bank of Ireland	Aa2/P-1*	A+/A-1*	AA-/F1+*	AA(Mid)/R-1(High)*
Bank of Ireland ACS (Covered Bonds)	Aaa	AAA	-	-

* Long term rating and short term rating

Ratings correct as of 22nd Sept 2008

Year end PBT highlights

Year end PBT highlights



* Excludes Group Centre

Retail Financial Services Ireland: Retail PBT +3%, Life Operating Profit +12%

- A satisfactory performance against an increasingly challenging economic backdrop
- A strong cost containment has driven significant efficiency gains
- In our Life business a strong performance in the 6-month period to Sep 07 was followed by a significant slowdown in sales in the second half due to the impact of weak equity markets

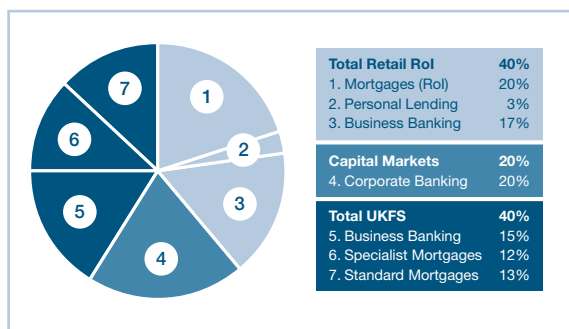
Capital Markets PBT +14% (+21% excluding Davy)

- Strong lending volumes and improved margins in Corporate Banking – diversified growth across portfolios and geographies with continuing excellent asset quality
- Global Markets has delivered an excellent performance in volatile trading conditions

UK Financial Services PBT (£) +18%

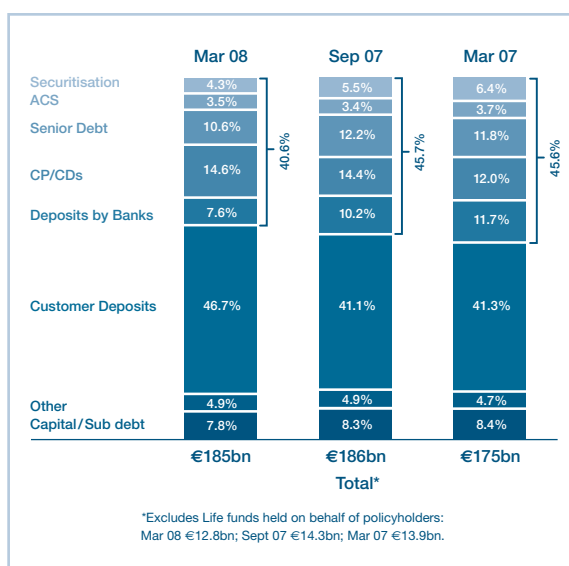
- Return from investment strategies continuing to deliver excellent performance
- Business Banking a key driver of performance: PBT +21%

Well diversified Group loan book



- Group loan book well diversified by geography, product and investor
- Loan book growth +9% (+16% constant currency)
- Loan book growth in the year funded by Group deposit growth +19% (+27% constant currency)
- Asset quality remains excellent
 - Impaired loans 78bps, below the 10-year average of 96bps
 - Modest increase from 54bps in 2007 due to higher interest rates, slowing economic backdrop and softening in property activity
 - Rigorous approach to credit management with early intervention and proactive management of problem accounts

Robust liability management

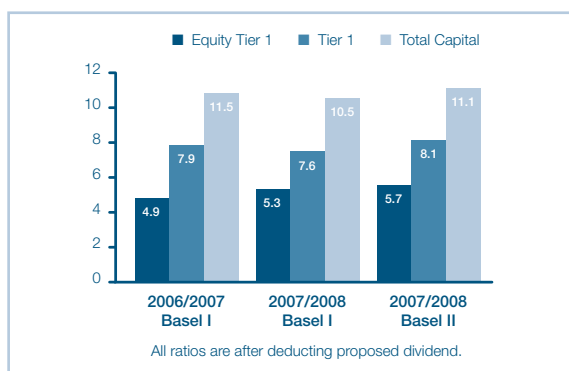


- Prudent funding profile to support planned business growth – optimise balance between customer deposits and wholesale funding
- Customer deposits increased from 41% to 47% of balance sheet in the year, driven by 19% yoy growth to €86bn
- Wholesale funding reduced from 46% to 41% of balance sheet in 6-month period
- Robust wholesale funding strategy delivering results in challenging markets
 - Established funding programmes (10) diversified by geography, investor, product & maturity
 - €4bn term funding private placements in half-year to Mar 08 - 48 transactions
 - ECB/BoE/Fed backstop facilities not used
- Operate within robust Irish regulatory liquidity regime
 - Liquid asset coverage for net outflows: 100% for 0-8 days; 90% for >8 days to 1 month
 - Significant liquidity buffer maintained in excess of Regulatory requirements

Strong improvement in key metrics:

	Mar 08	Sep 07	Mar 07
% customer loans funded by customer accounts & term funding (funding with remaining maturity >1yr)	82%	80%	84%
Loan to deposit ratio	157%	174%	173%
Customer deposits as % of balance sheet	47%	41%	41%
Wholesale funding as % of balance sheet	41%	46%	46%

Strong capital base



- Continuing active management: equity tier 1 ratio strengthened in line with medium-term target range of 5.5% to 6.5%
- Deduction of proposed dividend impacts capital ratios by 0.3%
- Basel II
 - Approved by the Regulator for IRBA from Jan 08
 - ICAAP submission under review by the Regulator

Capital Markets capability

Bank of Ireland is the leading financial services provider in Ireland with dynamic skill based businesses growing internationally.

In Bank of Ireland's Capital Markets division, relationship managers provide world-class corporate banking and financial risk management strategies to clients globally.

- Corporate Banking
- Treasury Services
- Risk Management

- Trade Finance
- Acquisition Finance
- Asset Management
- Project Finance
- Property Finance
- Maritime Industries
- Technology, Media & Telecommunications
- Asset Based Lending
- Retail & Leisure
- Global Syndications & Agency expertise

We have Europe covered

- Strong portfolio of dynamic and growing skill-based niche businesses throughout Europe, North America and Australasia
- European offices in Dublin, Belfast, London, Bristol, Manchester, Birmingham, Isle of Man, Paris, Frankfurt and Bergen
- Bank of choice to majority of Ireland's top 100 companies
- Over 50% of earnings from outside Ireland
- World-class corporate banking and financial risk management services
- Wide range of competitive treasury deposit and investment solutions
- Lead Arranger status in chosen niche markets
- Dedicated Relationship Management approach to business with exemplary service and personal contact

Award winning teams

- Award winning Project Finance team – leaders in Waste and Energy Finance in the UK with successful share in other European markets
- Winner of KPMG International Financial Services Excellence Award 2008
- Multiple winners at the UK Private Finance Initiatives Awards
- Euromoney Finance Award winner



Leading the way in Europe

- European and US market leader in mid-market Leveraged Finance
- Dedicated European Acquisition Finance teams in France and Germany - completed a number of large leveraged transactions as Mandated Lead Arranger and Bookrunner this year
- UK Market leader in Asset Based Lending with growing European footprint – deals include Europe's largest asset based lending transaction
- Leading global Maritime Finance business with teams in Ireland, the UK and Norway with particular focus on Mediterranean and Scandinavian markets
- Global Property Finance expertise with teams based in Ireland, the UK, Germany and the US
- Leading UK and European Technology, Media & Telecoms financier with teams in London, New York and Los Angeles
- Innovative niche player in the area of Corporate Emissions Risk Management in Europe
- Introduced a market first customer traded Zero Cost Collar in the emissions market covering Phase 2 of the EUETS
- Key industry supporter with membership of major international economic and trade associations
- Market-leading provider of Corporate and Treasury solutions to multinational companies in Ireland
- Bank of Ireland's Economic Research Unit produce a robust catalogue of economic intelligence to meet the needs of the European Corporate

European experience

d'Amico Tankers Ltd
US\$350m

Revolving
Credit Facility
Lender:
Bank of Ireland

INM Plc
€200m

Syndicate Debt Facility
Co Lead Arranger:
Bank of Ireland

Mecom
€1bn

Group Refinancing
Joint Mandated
Lead Arranger &
Bookrunner:
Bank of Ireland

CommuniCorp
€110m

Acquisition of EMAP
Radio Ireland
Joint Mandated
Lead Arranger:
Bank of Ireland

Thames Water
£3.7bn

Acquisition Financing
Joint Lead Arranger:
Bank of Ireland

Cookson Group plc
£950m

Acquisition Financing
Lead Arranger:
Bank of Ireland

Jaguar Capital Partners
€117m

Acquisition of Grade A
Office Property in
City of London
Sole Funder:
Bank of Ireland

**Ocean Mainport
Rescue Ltd**
£18m

Finance of 7 Offshore
Standby Vessels
Sole Arranger:
Bank of Ireland

**Lancashire
Waste PFI**
£343m

Joint Lead Arranger:
Bank of Ireland

**Palmer & Harvey
Holdings Plc**
£330m

ABL & Term Debt for
buy-out of Palmer & Harvey
Joint Mandated
Lead Arranger:
Burdale Financial Ltd

**Lakeside Energy
From Waste**
£155m

Sole Lead Arranger:
Bank of Ireland

CEP Group
Re-financing for PAI Partners
€470m

Senior & Subordinated
Debt Facilities
Sole Mandated Lead
Arranger & Sole Bookrunner:
Bank of Ireland

Ethypharm

Primary Buyout by
Astorg Partners
Amount undisclosed
Senior & Second Lien
Debt Facilities
Sole Mandated Lead
Arranger & Sole Bookrunner:
Bank of Ireland

**Ballymore Int.
Developments Ltd**
€102m

Acquisition of Retail &
Office Portfolio at
KaDamm Karee, Berlin
Lead Arranger:
Bank of Ireland

**Baltic Container
Shipping Ltd**
€156m

Finance of 3 Newbuild
Ro-Ro Container Vessels
Lender:
Bank of Ireland

**Dutch High Speed
Rail Link**
€1bn

Lead Arranger &
Underwriter
Bank of Ireland

Mont Blanc/Materne
Acquisition of Materne by
Mont Blanc (owned by Activa Capital)

€106m
Senior & Mezzanine
Debt Facilities
Sole Mandated Lead
Arranger & Sole Bookrunner:
Bank of Ireland

**EuroMedic
International**
€553m

Joint Mandated Lead
Arranger & Bookrunner:
Bank of Ireland

ConvaTec
US\$2,975m

Senior & Mezzanine
Debt Facilities
Joint Mandated Lead
Arranger & Bookrunner:
Bank of Ireland

Houghton
US\$250m

Senior Secured Debt
Facilities
Lead Arranger
& Sole Bookrunner:
Bank of Ireland

Contact us

Paul Shanley, Bank of Ireland Global Markets
Colvill House, Talbot Street, Dublin 1, Ireland
Tel: +353 1 609 3215 Mob: +353 86 388 7945
Email: paul.shanley@boigm.com

Frank Schmitt, Bank of Ireland Corporate Banking
Tausanulage 17, 60325 Frankfurt am Main, Germany
Tel: +49 69 716 733 930 Mob: +49 176 1006 9350
Email: frank.schmitt@boimail.com

www.boi.ie/eurofinance

This document has been prepared by Bank of Ireland Global Markets ("GM"). Bank of Ireland is incorporated in Ireland with limited liability. Bank of Ireland is authorised by the Financial Regulator in Ireland and by the Financial Services Authority; regulated by the Financial Services Authority for the conduct of UK business. This document is for informational purposes only and GM is not soliciting any action based upon it. Any information contained herein is believed by the Bank to be accurate and true but the Bank expresses no representation or warranty of such accuracy and accepts no responsibility whatsoever for any loss or damage caused by any act or omission taken as a result of the information contained in this document. No prices or rates mentioned are bids or offers by GM to purchase or sell any currencies, securities or financial instruments. Except as otherwise may be specifically agreed, GM has not acted nor will act as a fiduciary, financial or investment adviser with respect to any derivative transaction that it has executed or will execute. Any investment, trading and hedging decision of a party will be based on its own judgement and not upon any view expressed by GM. This document does not address all risks related to the transactions described. You should obtain independent professional advice before making any investment decision. Any expressions of opinion reflect current opinions as at 22nd Sept 2008 and are subject to change without notice. This publication is based on information available before this date. This document is property of GM. The content may not be reproduced, either in whole or in part, without the express written consent of a suitably authorised member of GM staff.