

Goldman Sachs European Financials Conference 2008

“Managing liquidity in the post crisis world”

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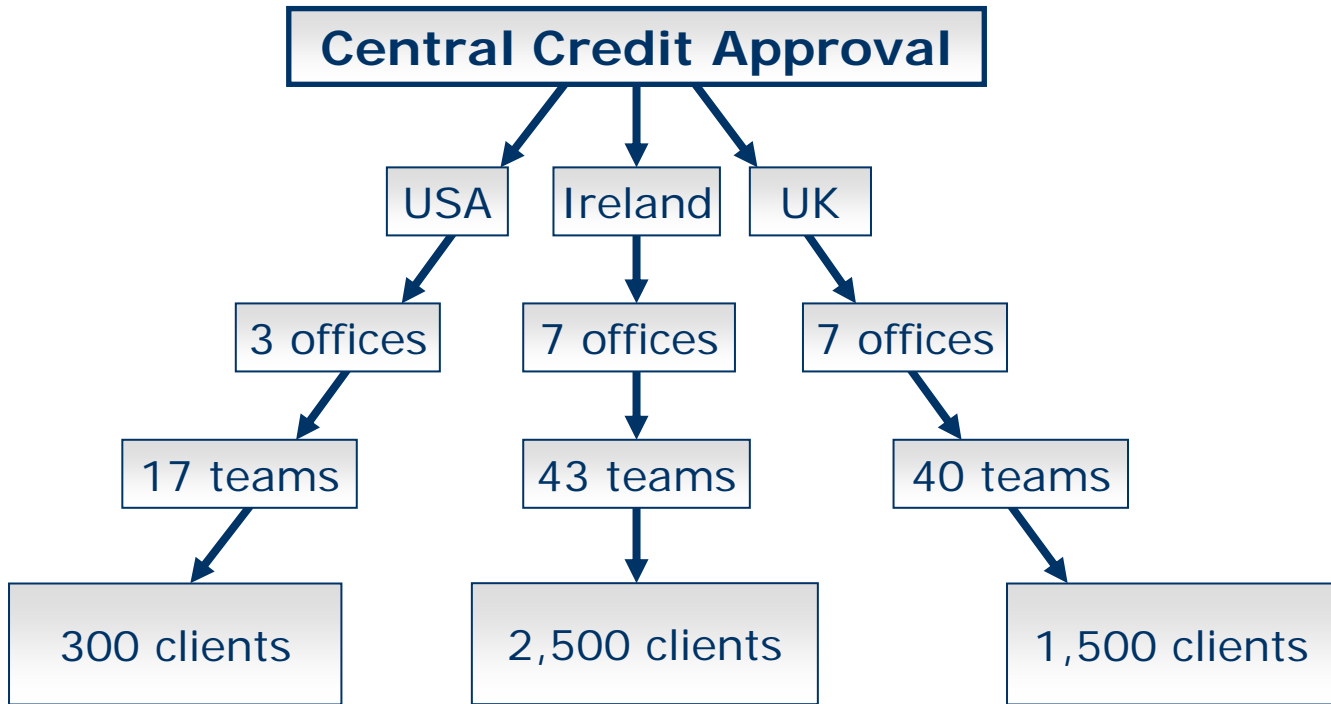
Looking In The Rear View Mirror

- **Too much money, too easily available**
- **Stable economic environment**
- **Wall Street comes to High Street**
- **Credit commoditised**
- **Risk mispriced**
- **Something had to give**

The Credit Crisis

- **Subprime defaults**
- **Credit freeze**
- **Global deleveraging**
- **Impact on real economy**
- **Back to basics banking**

Lending organisation structure



Consistent 'Private Banking' approach across all geographies

Simple Balance Sheet – 31 March 2008

Assets	€bn	Liabilities	€bn
Customer Lending*	69	Customer Deposits	55
		Term Debt	16
		Capital / Sub Debt	9
Customer Lending*	69	Permanent Funding	80
Treasury Assets	28	CP / Money Market	18
Other	4	Other	3
Total	101	Total	101

* Including loans attributable to policyholders

Wide funding franchise and highly capital accretive



Overview of Financials - Results to 31 March 2008

Profit before tax - €m	647	↑	17%
Earnings per share - cent	69.7	↑	15%
Lending - €bn	69.0	↑	10%
Customer deposits - €bn	54.5	↑	11%
Improved cost to income ratio	19%		
Return on equity	26%		
Robust Core / Tier 1 capital ratios	5.6%	/	8.7%
Interim dividend - cent	7.78	↑	20%

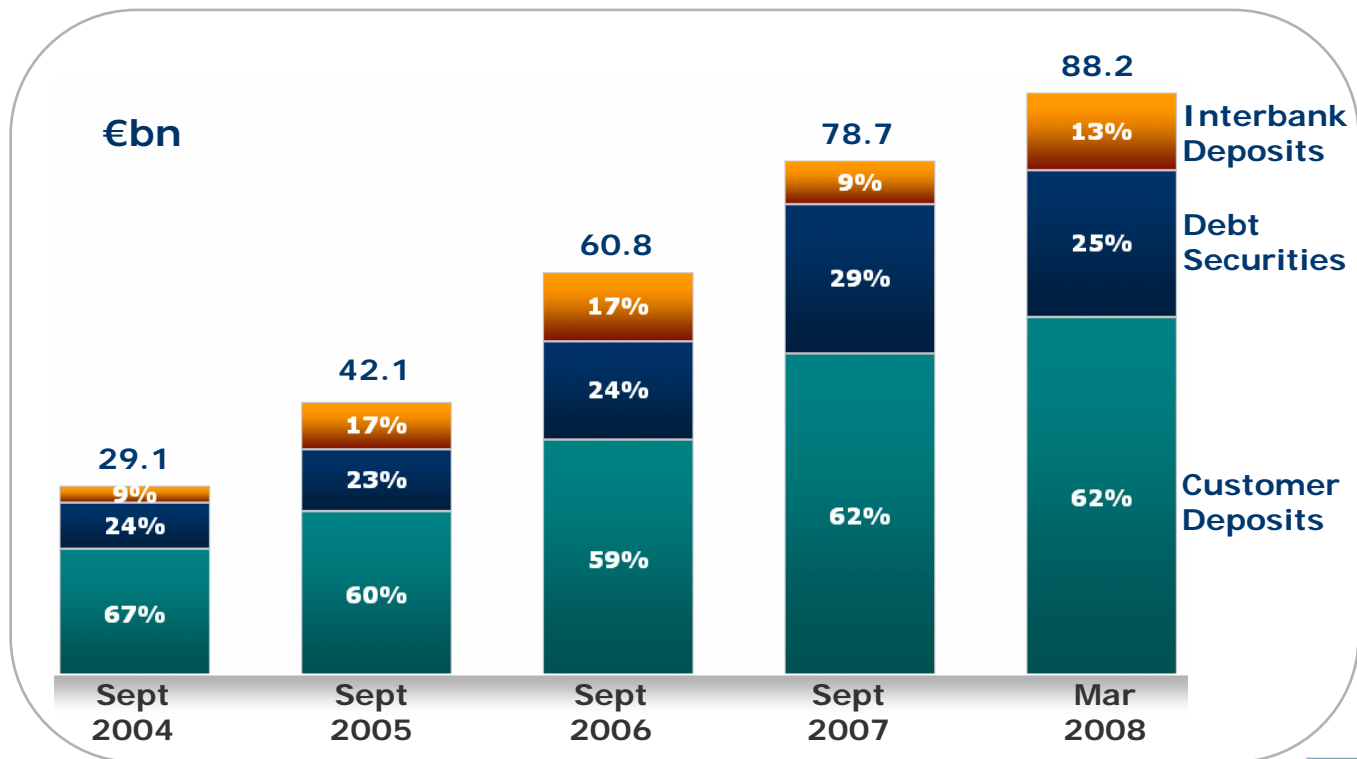
Continuing strong performance



Anglo Through The Crisis

- **Protect the Balance Sheet**
 - Lending volumes
 - Asset quality
- **Continue funding strategy**

Anglo Through The Crisis - Funding



Diversified funding mix – our long term strategy

Anglo Through The Crisis

- **Protect the Balance Sheet**
 - Lending volumes
 - Asset quality
- **Continue funding strategy**
- **Maintain strong liquidity position**

Anglo Through The Crisis - Liquidity

- **Very prudent Irish regulatory regime**
- **Liquid treasury assets portfolio of €28bn**
- **Lending funded through customer deposits growth (>90%)**
- **Creating additional liquidity pools**

Outlook

- **Long established management team**
- **2008**
 - **EPS +15%**
 - **Moderate loan growth**
 - **Stable net margins**
 - **Highly capital accretive**
- **Medium Term**
 - **Manage through economic downturn**
- **Long Term**
 - **Changed competitive landscape**
 - **Huge organic potential in existing markets**

ANGLO
IRISH
BANK



There is a
Difference