# Bank of Ireland Key Messages HY24 Results



# Strong strategic and financial performance through our business model

Consistent
strategic delivery

New customers<sup>2</sup>

AUM (vs Jun 23)

Strong financial performance

18.9%

PBT (+5% y/y)

CIR<sup>3</sup>

ROTE<sup>4</sup>

Commencing interim distributions

170bps
Capital generation<sup>5</sup>

**15.4%** 

€352m

CET1

Interim dividend 35c DPS

# **Upgraded guidance for FY24**

# Consistent delivery on medium term targets

	2023-2025 Financial Targets	FY23 Performance	HY24 Performance
Return on Tangible Equity (ROTE)	c.15%	17.3%	18.9%
Cost-to-Income Ratio (CIR)	< 50%	42%	44%
Ordinary dividend	c.40% payout c.40-60% policy provides flexibility	c.40% payout	Interim dividend 35c DPS (40% H1 payout)
Surplus capital	Distribution considered on an annual basis	€520m buyback	Objective to distribute to CET1 guidance of >14% (subject to necessary approvals)

## Unique wealth offering; Ireland's only bancassurer

#### **Wealth and Insurance**

# €51bn

€2.1bn

AUM (+21% y/y)

Net inflows (+84% y/y)

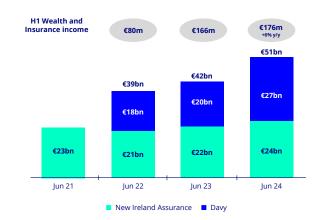
Crystallising the opportunity from positive demographics and increasing household wealth. New Wealth and Insurance division established with new leadership.



Ireland's leading wealth management provider



#### AUM growth driving fee income



#### Leading the market via clear brand propositions

# Strategic pillars support growth and improved Stakeholder outcomes

**Stronger relationships** 

+2%

New customers<sup>6</sup>

+12

Relationship NPS (+5pts y/y) William .

Growing Customer numbers

**Simpler business** 

+5% y/y

Active digital users<sup>7</sup>

-**19%** y/y

Customer complaints

Better Customer outcomes

Sustainable company

€12.5bn

Sustainable lending (+24% y/y)

#1

Financial Wellbeing in Ireland



Practical, meaningful ESG interventions

## Strategic execution driving Shareholder value creation

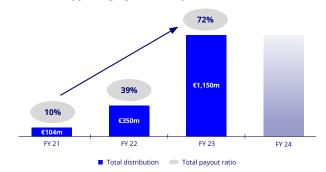
#### Higher capital-generative business model



#### **Upgraded capital generation**

- FY24 net organic capital generation of 310-320bps, +c.45bps vs previous guidance
- Generating sufficient capital to support loan book growth, invest in our business and reward shareholders
  - c.20% of net organic capital for RWA investment

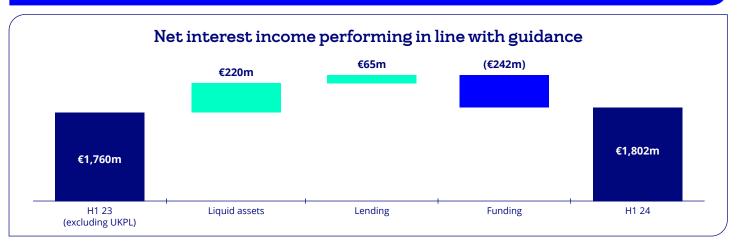
#### Supporting significant capital distributions8

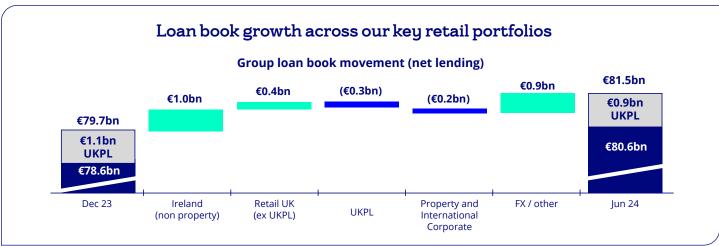


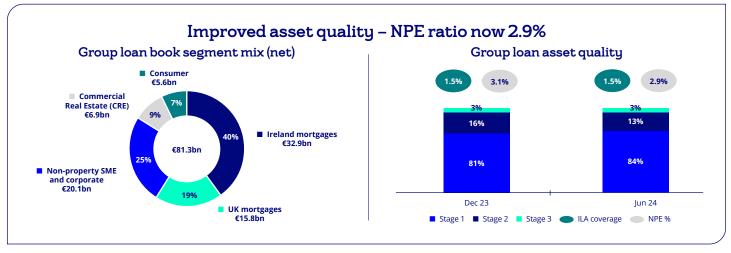
#### **Outlook for 2024 distributions**

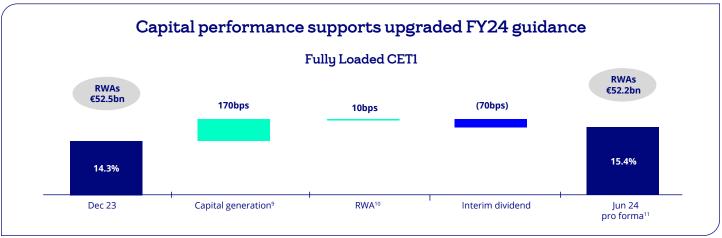
- Progressive FY24 ordinary DPS; interim dividend commences, 35c DPS
- Surplus capital returned through share buyback
- Objective to distribute to CET1 guidance of >14%, subject to necessary approvals (2023 post-distribution position 14.3%)

# Key Financial Highlights









# Strong performance supporting upgraded FY24 guidance

#### **Income**

NII c.€3.55bn

Total business income (incl. JVs) mid-single digit % higher vs 2023

Strong capital generation of 310 - 320bps

# **Operating expenses**

5-6% higher vs 2023 Levies €125m - €130m

ROTE

> FY23 ROTE (2023: 17.3%)

## **Cost of risk**

c.20bps

On track to deliver on our 2023-2025 financial targets

# Overview of Credit Ratings and Key Capital and Liquidity Ratios

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

Rating Agencies	Standard & Poor's	Moody's	Fitch
Long Term	BBB	A3	BBB+
Outlook	Stable	Positive	Positive
Short Term	A-2	N/A	F2

ESG Rating Agency	Rating
Sustainalytics	16.7
S&P Global	50
MSCI	A
CDP	В

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

Rating Agencies	Standard & Poor's	Moody's	Fitch
Long Term	А	A1 (Deposit Rating A1)	A-
Outlook	Stable	Positive (Deposit Outlook Positive)	Positive
Covered Bond Rating	N/A	Aaa	N/A
Short Term	A-1	Prime-1	F2

Proforma Capital Ratios (incl H1 profits)			
Fully Loaded 15.4%			
Fully Loaded Leverage Ratio	6.7%		
MREL Ratio	35.6%		

Liquidity Ratios		
Liquidity Coverage Ratio	199%	
Net Stable Funding Ratio	153%	
Loan to Deposit Ratio	81%	

#### 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 statements, 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, 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, future share buybacks, 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, plans and objectives for future operations, and the continued impact of Russia's invasion of Ukraine and the Israeli-Palestinian conflict particularly on certain of the above issues and generally on the global and domestic economies. 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 'Principal Risks and Uncertainties' section on page 26 of the Group's Interim Report and also the discussion of risk in the Risk Management Report in the Group's Annual Report for the year ended 31 December 2023.

Nothing in this document should be considered to be a forecast of future profitability, dividend forecast 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.

#### **Footnote Glossary**

- <sup>1</sup> Annualised H1 2024
- <sup>2</sup> New Irish bank channel customer relationships as a proportion of total customers 12 months previously
- <sup>3</sup> Basis of calculation set out in HY24 Investor Presentation
- <sup>4</sup> Basis of calculation set out in HY24 Investor Presentation
- <sup>5</sup> Net organic capital generation; this primarily consists of attributable profit after impairment and movements in regulatory deductions, and is calculated with reference to RWAs at the start of the period
- <sup>6</sup> New Irish bank channel customer relationships as a proportion of total customers 12 months previously
- <sup>7</sup> Users who have logged into Banking 365 in the last 90 days
- <sup>8</sup> Cumulative payout from ordinary dividends and share buybacks
- <sup>9</sup> Net organic capital generation
- <sup>10</sup> RWA movements from changes in loan book mix, asset quality and movements in other RWAs
- <sup>11</sup> Pro forma CET1 15.4; reported CET1 14.4% post EBA Q&A mechanical deduction

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