IRELAND: DEBT STABILISATION NEAR

Ireland closes in on bailout exit

October 2013

Index

SUMMARY

Ireland on track for Programme exit at end-2013

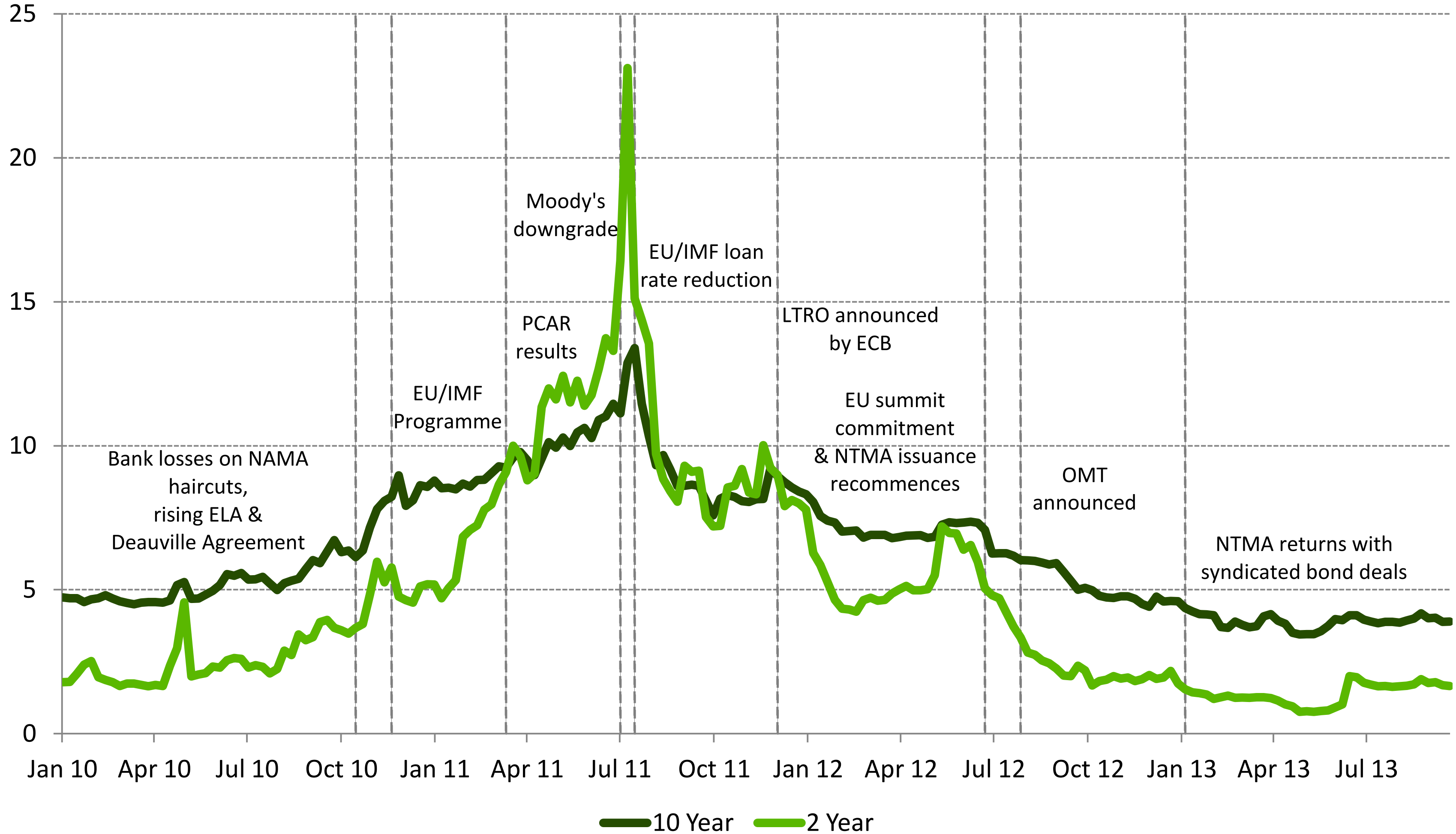
Ireland continues its macro-fiscal recovery in 2013

- **Government on track to achieve deficit target for third straight year**
  - Fiscal data for first three quarters of 2013 point to continued progress; Revenue ahead of target (by 0.2%+ of GDP) and expenditure control quite tight
  - But small drag on denominator likely (nominal GDP) due to tepid euro area demand and drop in consumption early in year; may hit ratio by around 0.1pp
  - EDP target ratio of 7.5% of GDP looks well within reach at this stage
- **Economy beginning to pick up in the second half of 2013 after weak Q1**
  - PMI surveys have improved: services at six-year high, retail sales bounced in July and unemployment rate is down to 13.3% - lowest since March 2010
  - First quarter soft patch was weakest point of the year: the euro area economy pulled out of recession in the second quarter and UK has strengthened
  - Ireland's GDP growth expected to be among highest in euro area for 2013-14; it would mark four consecutive years of growth following expansion in 2011-12
- **Banking-related contingent liabilities for the State reduced sharply**
  - Ireland's main contingent liability being reduced: NAMA is well on track to repay €7.5bn of its senior bonds by end-2013 (repaid €6.25bn thus far)
  - Ending of ELG scheme for new liabilities after 28th March 2013 marks significant step towards banking system normalisation; ECB reliance now only 20% of GDP

State funding plan complete for this year

- **NTMA has funded the State up until early 2015**
  - Two syndicated deals early in the year and remaining Troika drawdowns mean no further issuance of Treasury bonds or bills is needed this year
  - NTMA has announced that it will "defer consideration of any further medium/ long term bond issuance until early 2014"
- **Deep investor demand when NTMA came to market early in 2013**
  - Sold €7.5bn in 10-year and 5-year deals through syndication
  - Broad investor interest: over 400 investors submitted bids, including fund managers, pension funds, banks and insurance companies. More than 80 per cent of demand from overseas investors; mainly from the U.K. (25%), Germany (12%), the Nordic region (12%), France (11%) and U.S. (7%)
  - This followed the initial return to the Treasury Bill and bond market in 2012
  - Ireland continues to engage with investors on a regular basis: the NTMA conducted two non-deal roadshows each year during 2011, 2012 and 2013
- **State on track for bailout exit at end-2013**
  - Last Troika mission of the Programme upcoming late in October
  - Post-programme arrangements yet to be decided by Government
  - Budget 2014 before then on October 15th (brought forward under "2-pack")

Irish bond market recovery continues in 2013 (yld: %)

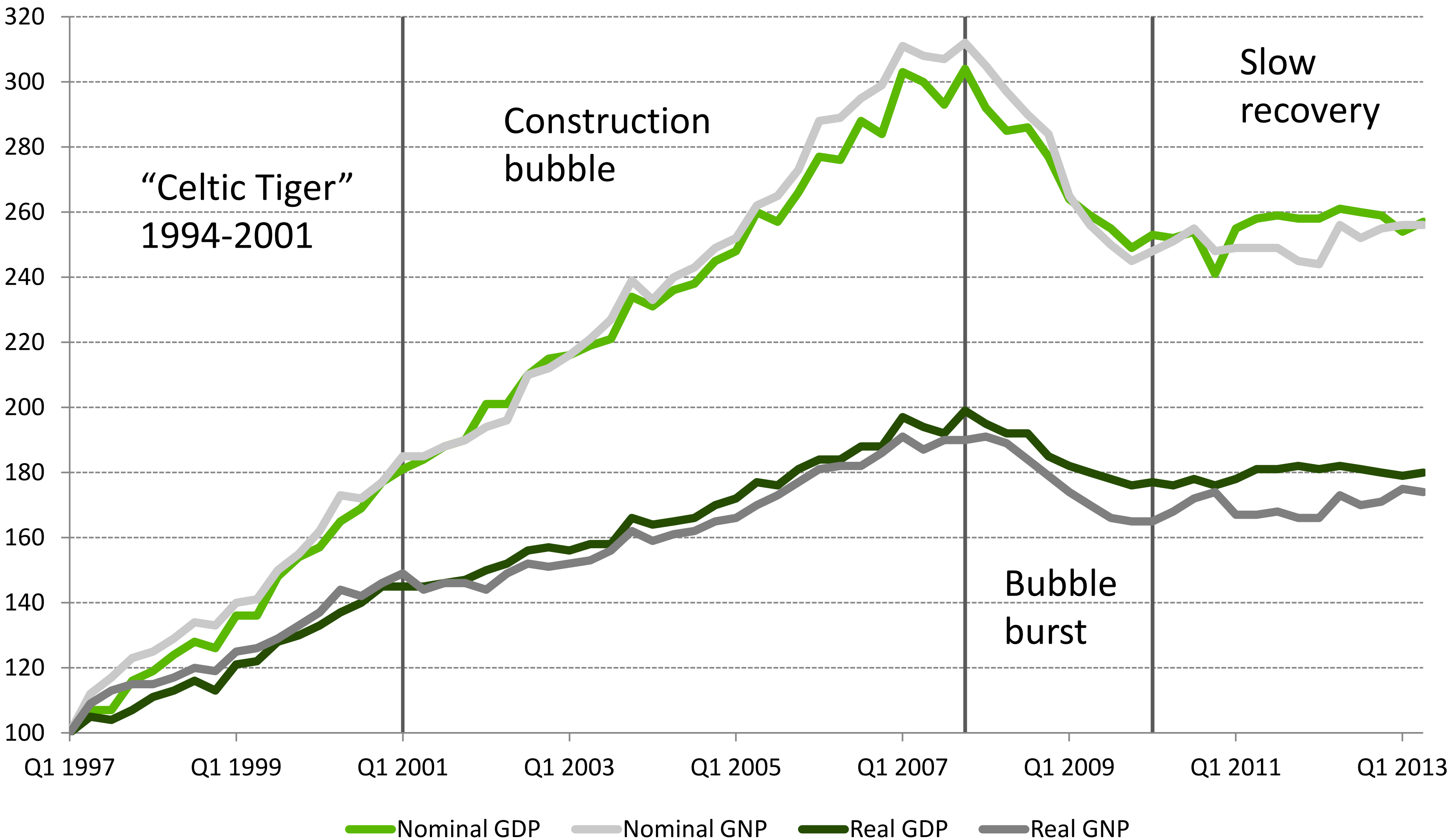


Source: Bloomberg (weekly data)

SECTION 1: MACRO

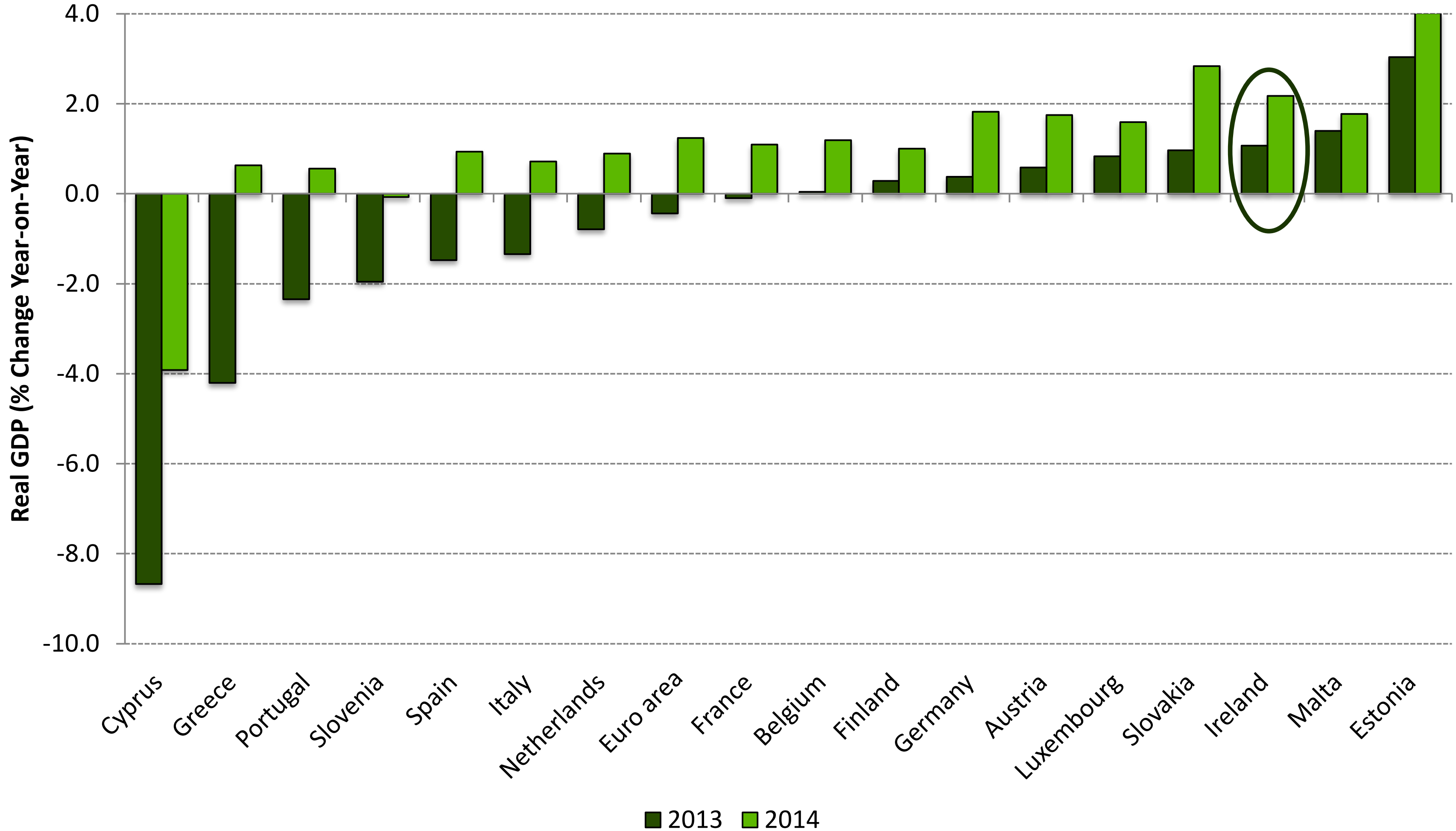
Ireland’s economy growing for third year in 2013; PMIs still well above euro area average; Labour market has turned after five years of difficulty

Economy stable since end-2009 (index Q1 1997=100)



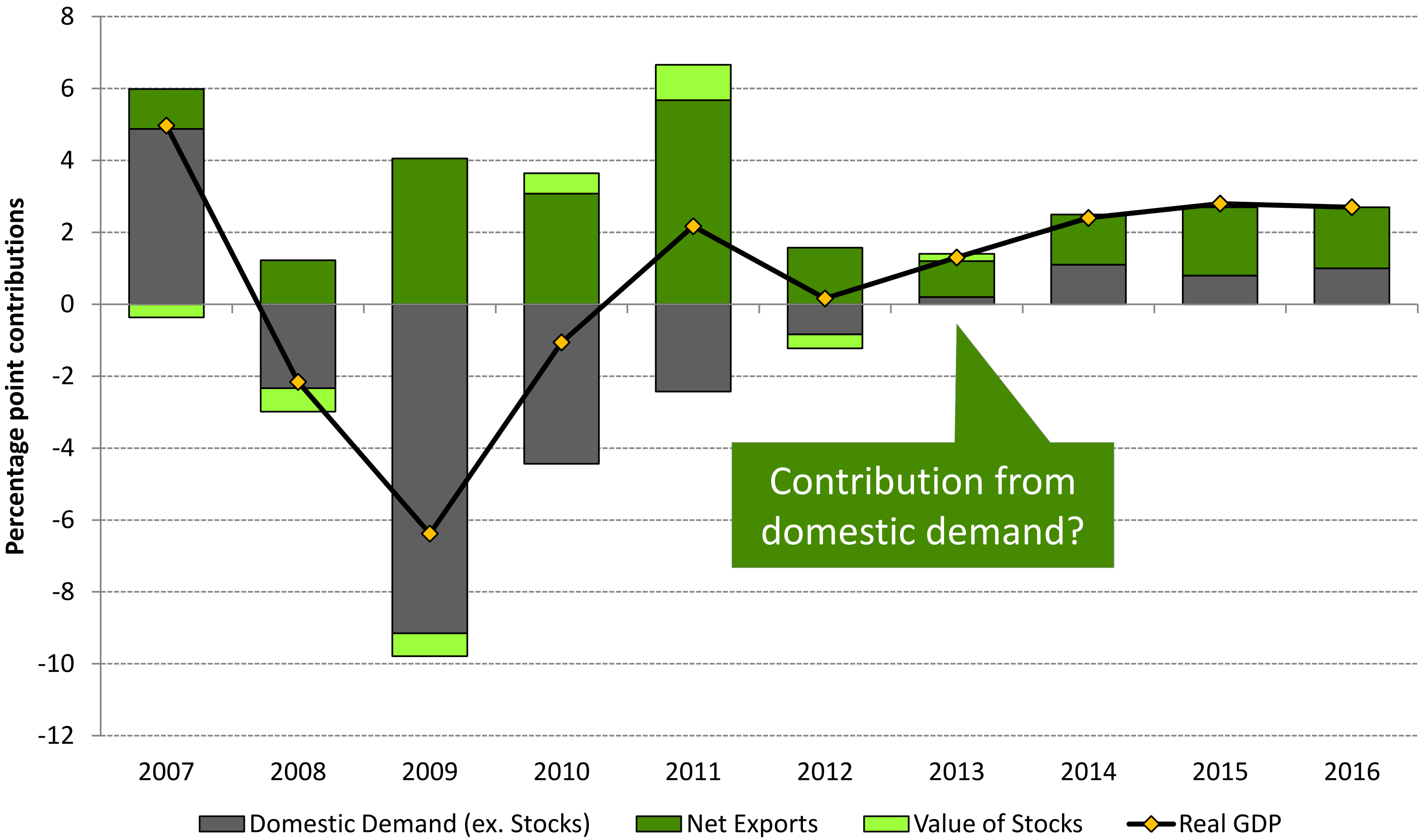
Source: CSO

Ireland is expected to rank among fastest growing economies in the euro area for 2013 and 2014



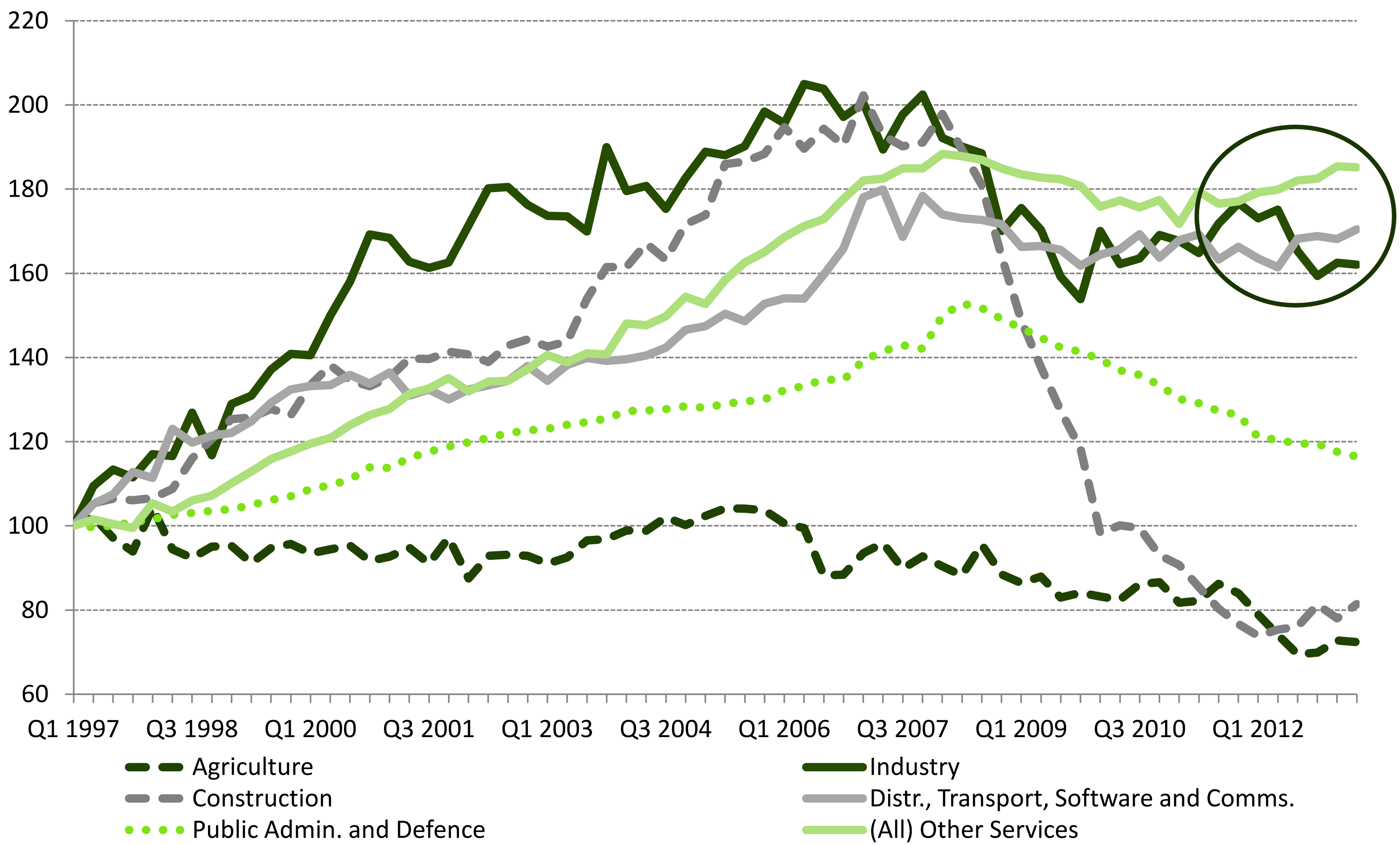
Source: European Commission

Exports continue to drive recovery as domestic drag lessens (annual real GDP growth contributions, p.p.)



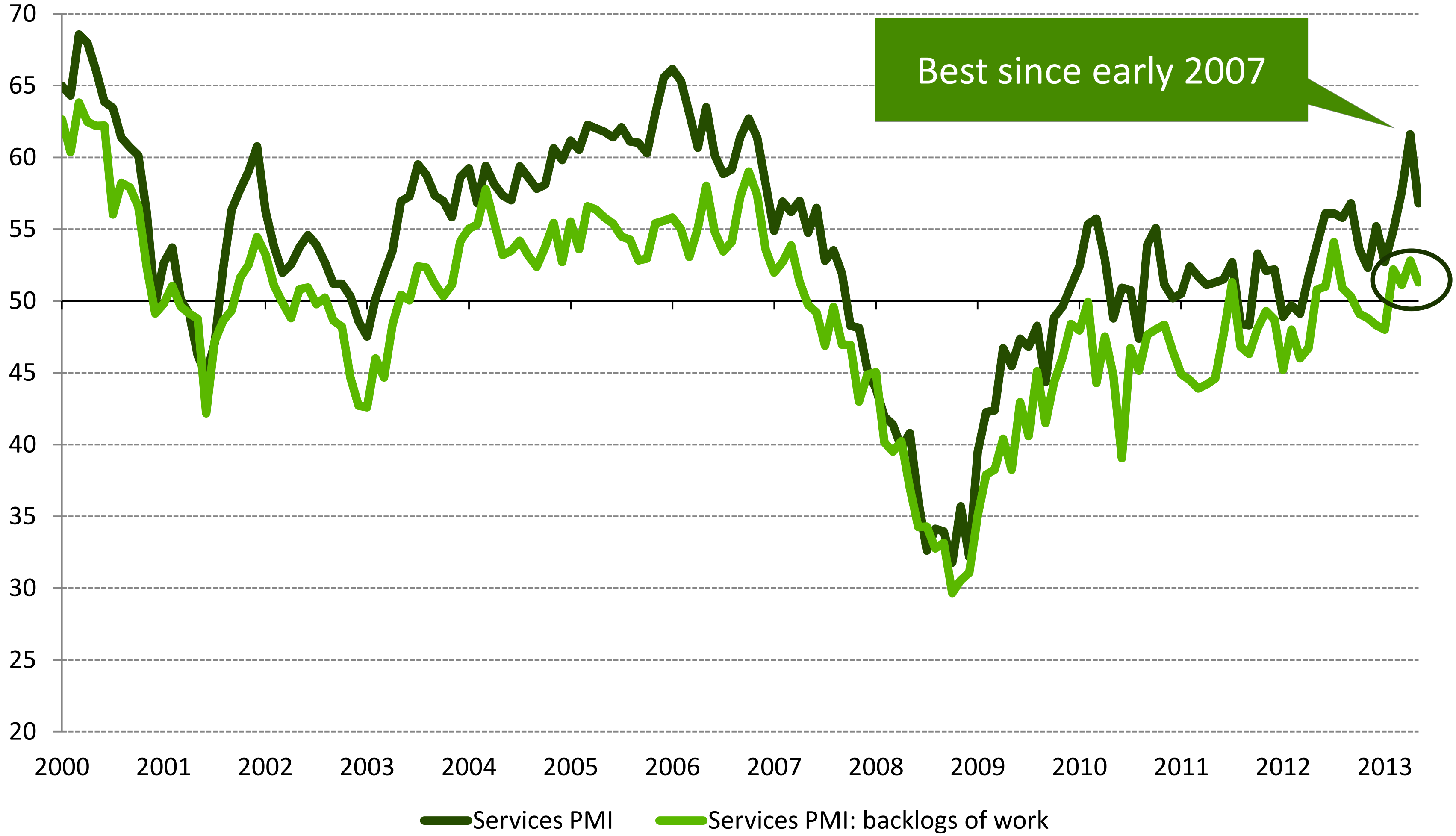
Sources: NTMA, CSO and Department of Finance (SPU April, 2013)

Ireland's tradable sectors perform best in long run (gross output by main sector, Q1 1997 = 100)



Source: CSO

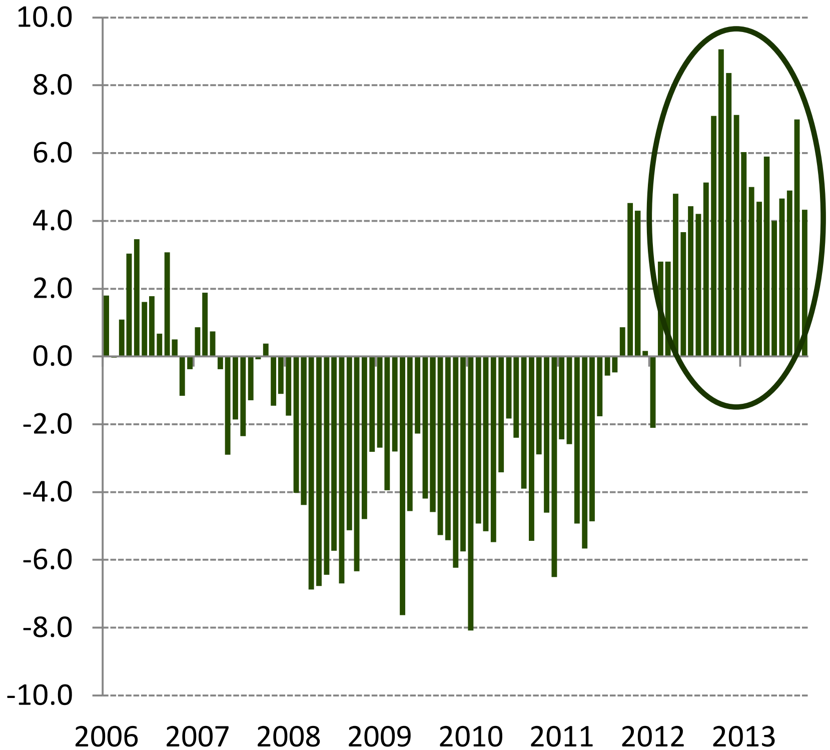
Services PMI points to sustainable recovery (50 is no change level)



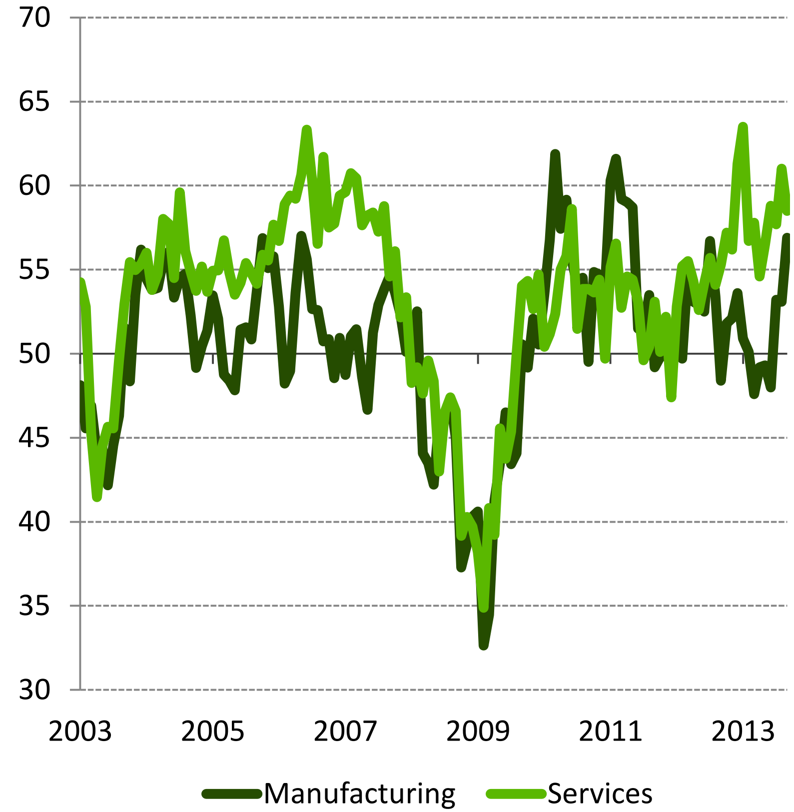
Source: Markit; Investec

Ireland continues to perform well relatively

Ireland growing faster than euro area (Irish composite PMI less EA composite PMI)



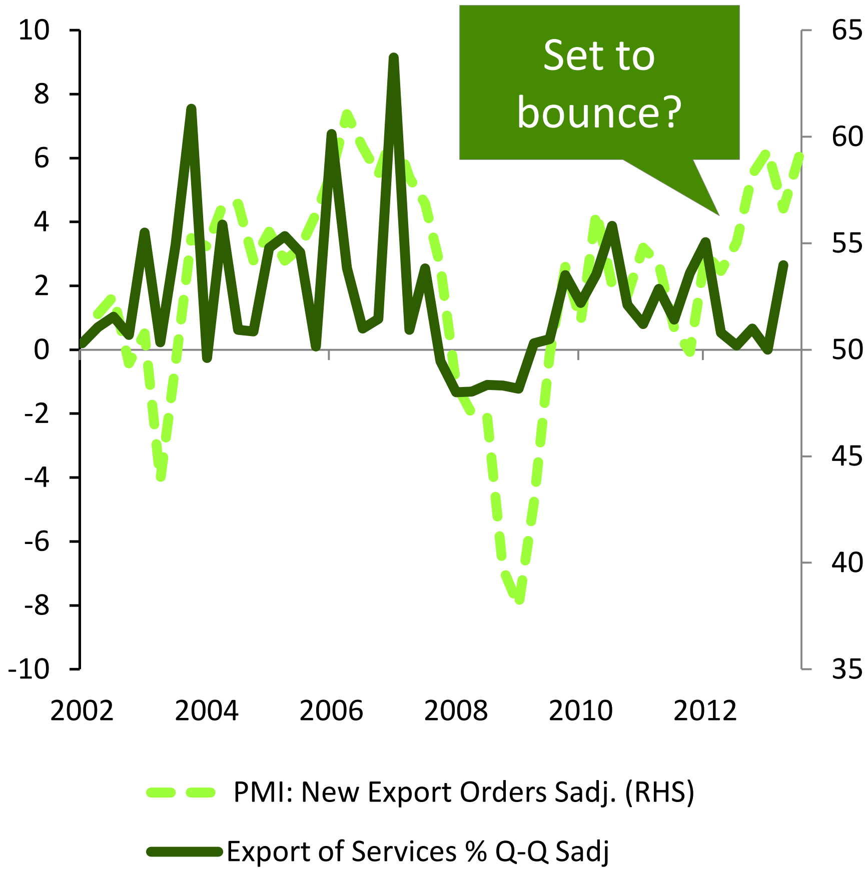
Driven by exports (50 is no-chg.)



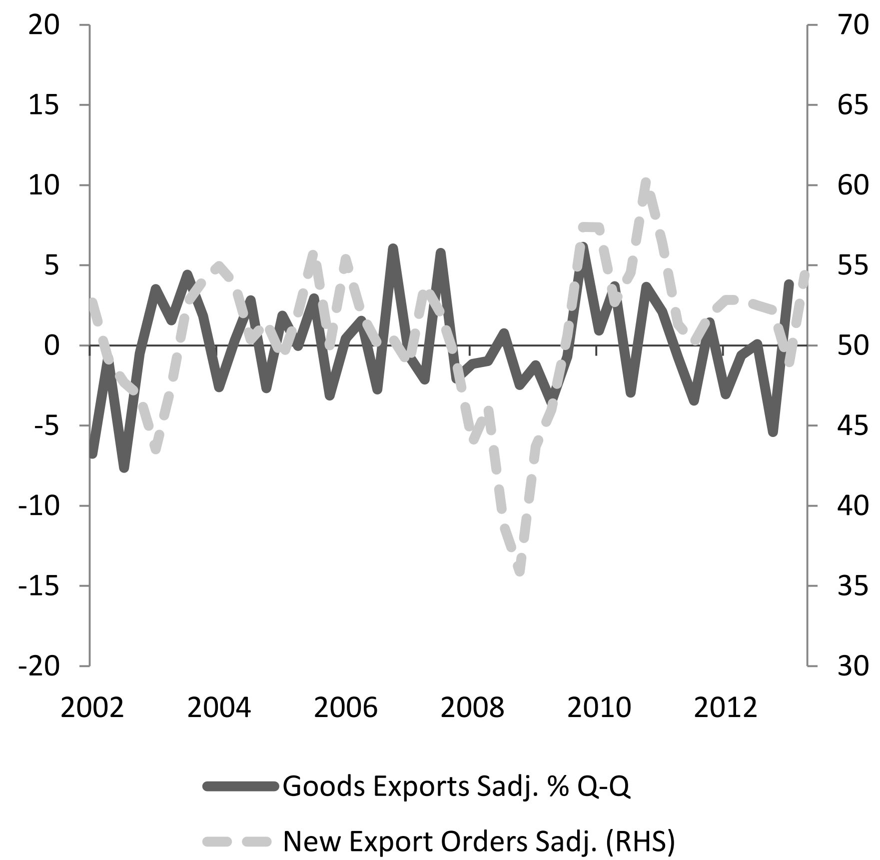
Source: Markit; Bloomberg; Investec

Services exports lead the expansion in external trade; forward indicators still robust

Services: New Export Orders (PMI) and Actual Exports (QNA) – Seasonally Adjusted



Goods: New Export Orders (PMI) and Actual Exports (QNA) – Seasonally Adjusted



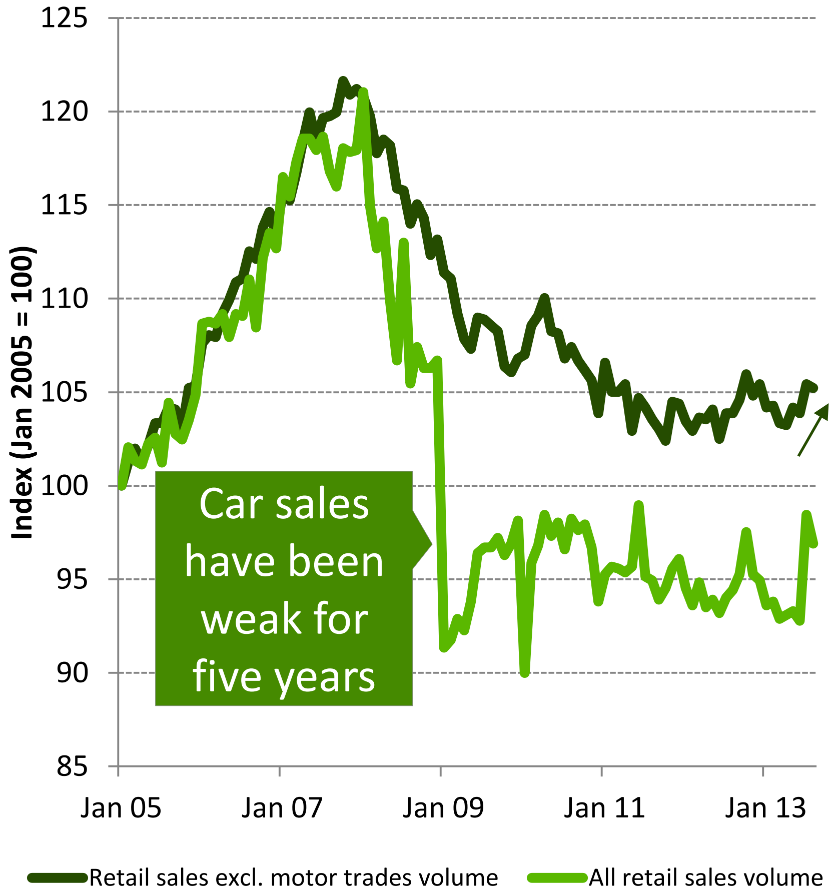
Sources: Investec, CSO and NTMA calculations

Retail sales bounce back in July as car sales jump

Consumer confidence has recovered

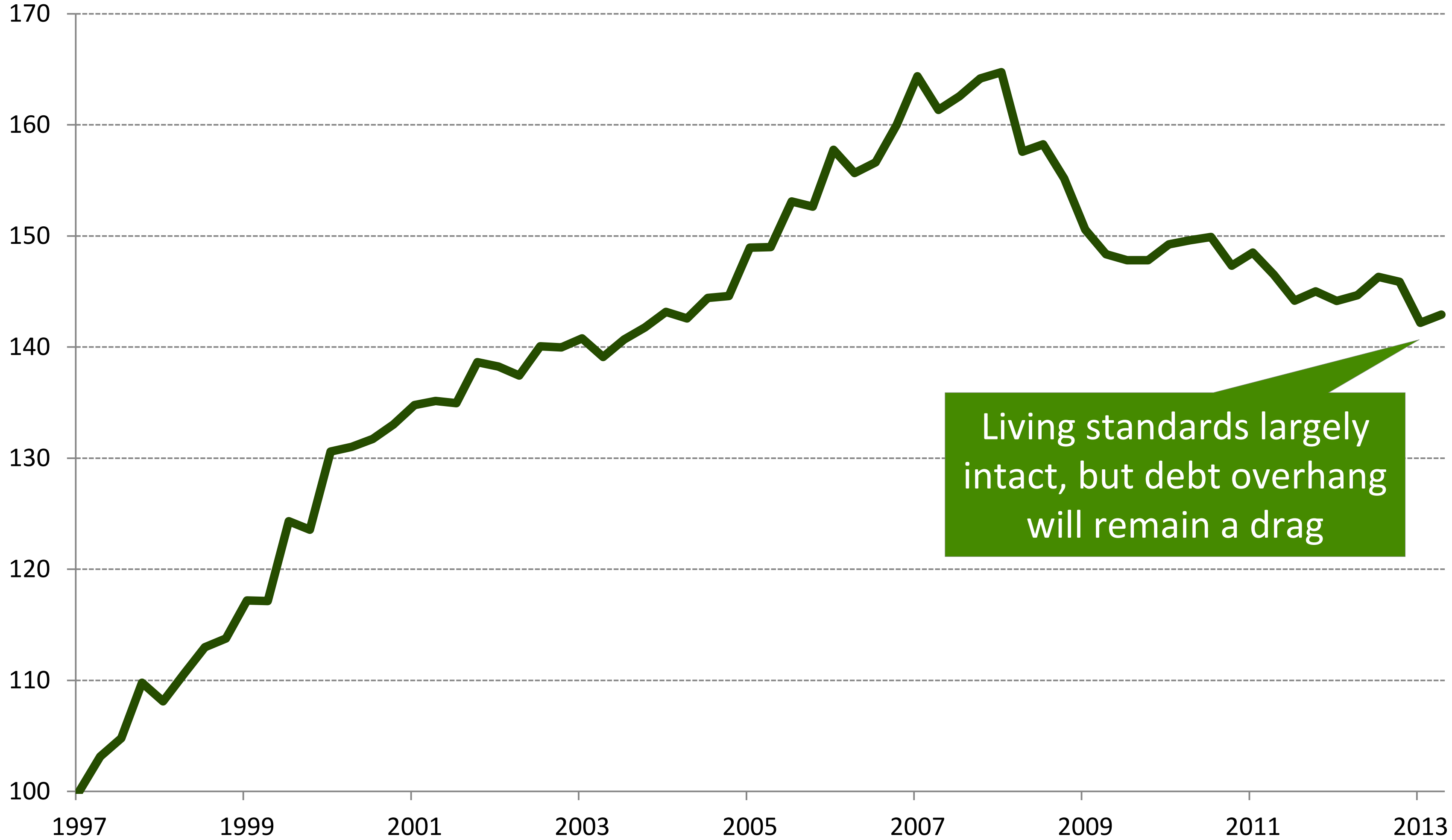
Source: ESRI; KBC

Signs of life in retail sales after weak H1



Source: CSO

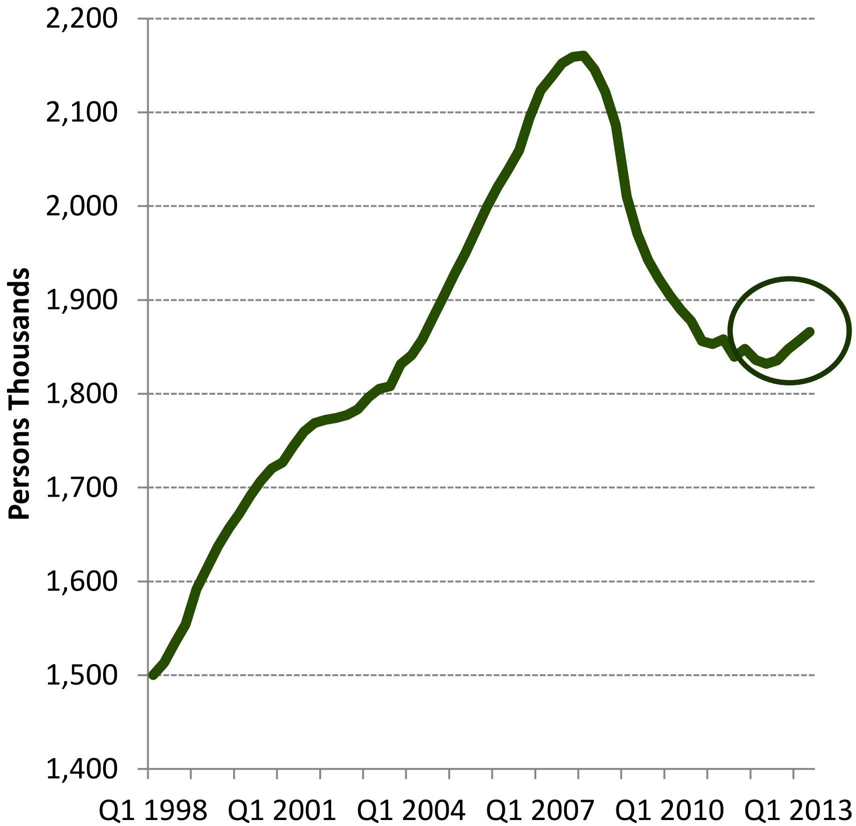
Consumer spending per capita stabilising at level almost 50% higher than 16yrs ago (Q1 1997=100)



Source: CSO

Labour market steadily improving

Employment grows for fourth consecutive quarter



Source: CSO

Unemployment rate down to 13.7% (Q2)

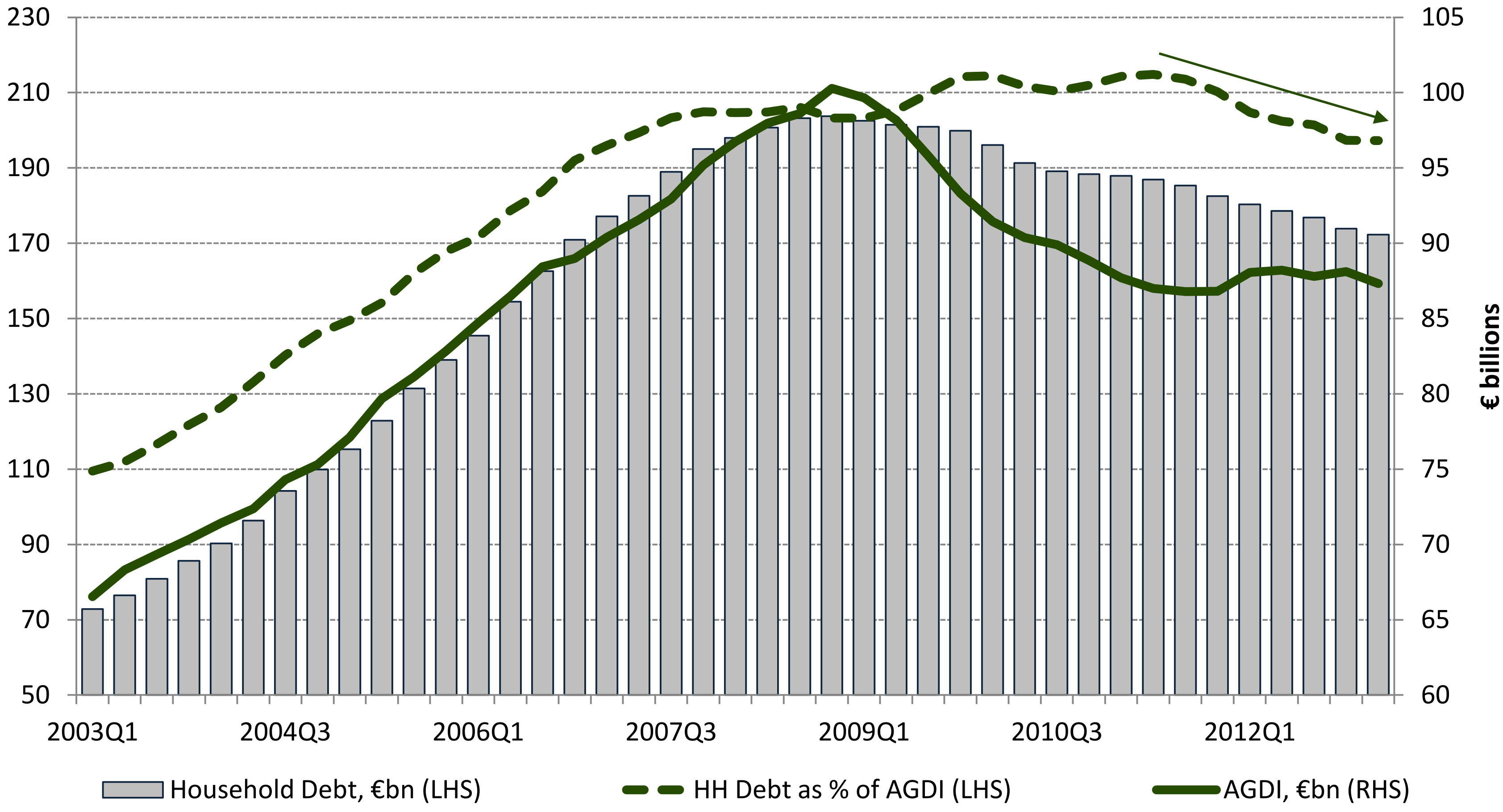
Private sector employment offsetting public sector declines; rise in participation rate signals confidence

Private sector employees growing again (% change Y-Y)

Source: CSO

Labour force participation rate stabilises

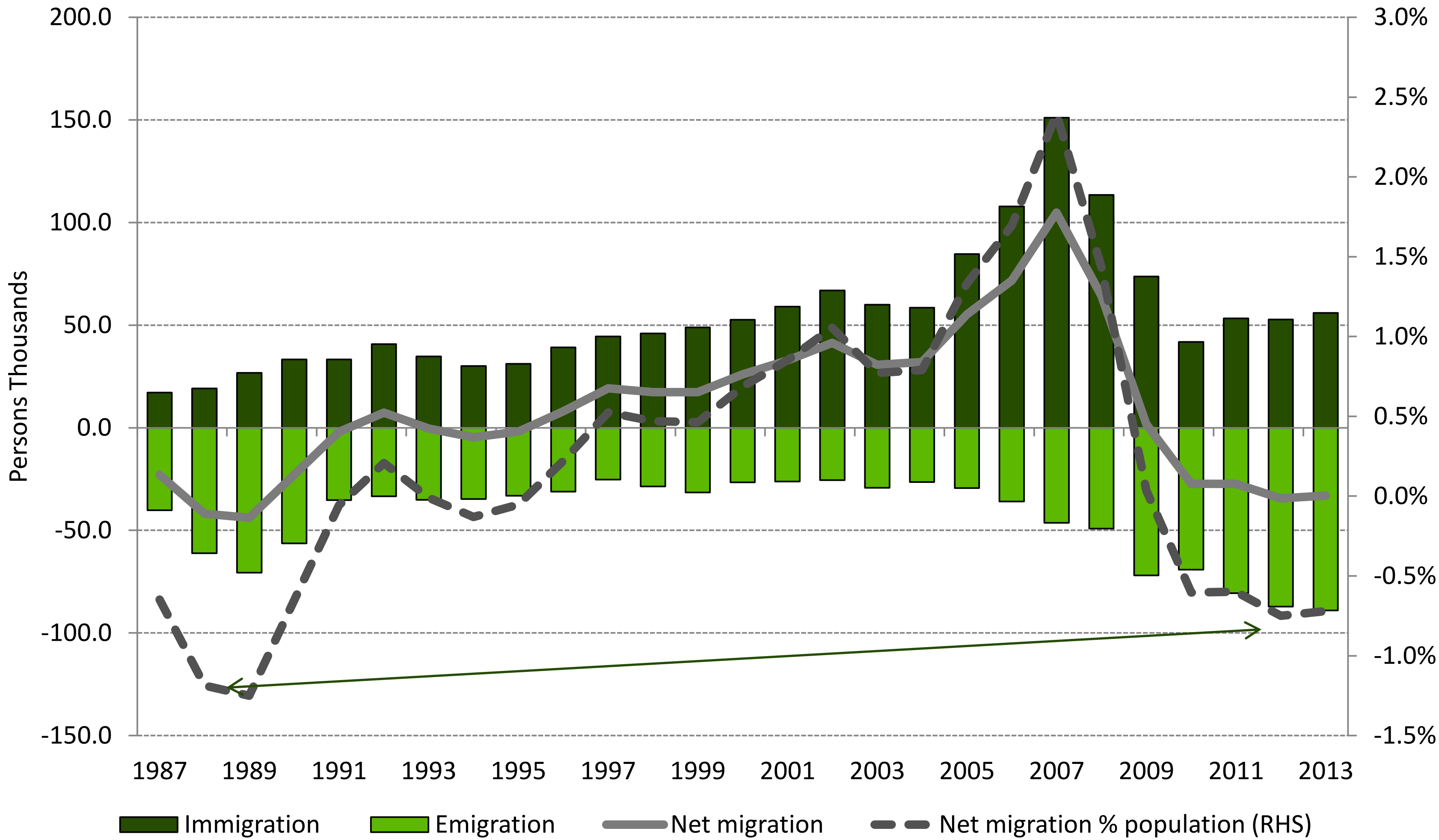
Household debt burden remains quite high, yet disposable incomes have begun to help rebalancing



Sources: CSO and Central Bank of Ireland

Note: AGDI = Actual Gross Disposable Income of households (annualised)

Net *emigration* for first time since mid-1990s, but not quite as bad as the late 1980s in % of population terms



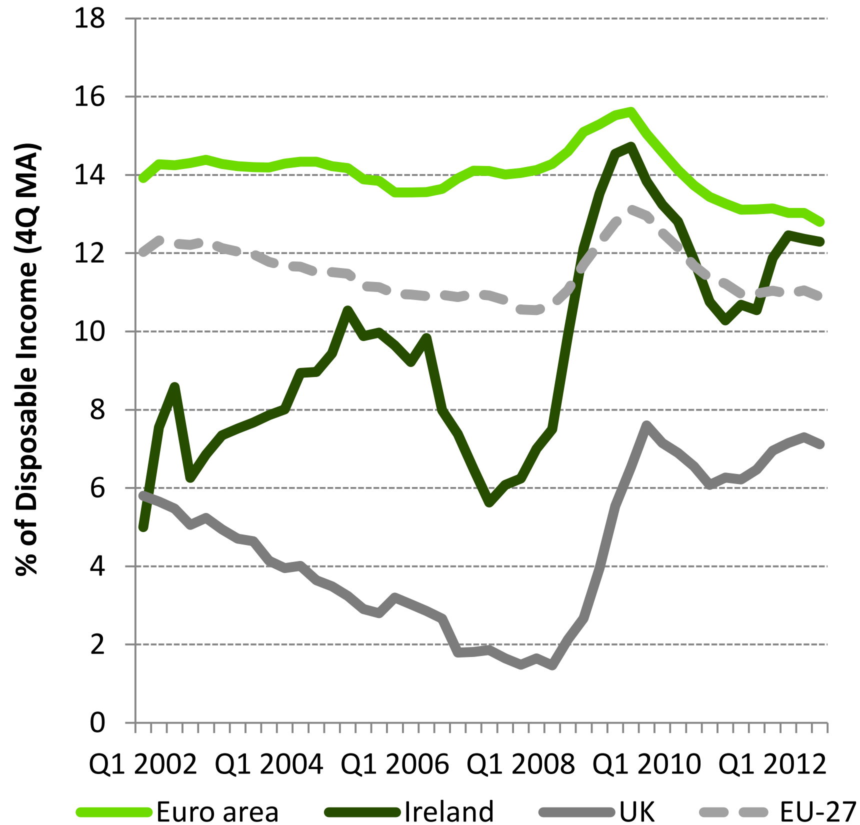
Source: CSO

Deleveraging and negative wealth effects have harmed consumer spending

Household net worth has bottomed: this will underpin consumer spending

Source: Central Bank; DoEHLG; CSO; NTMA

Gross household saving rate still relatively high in historical/international context *

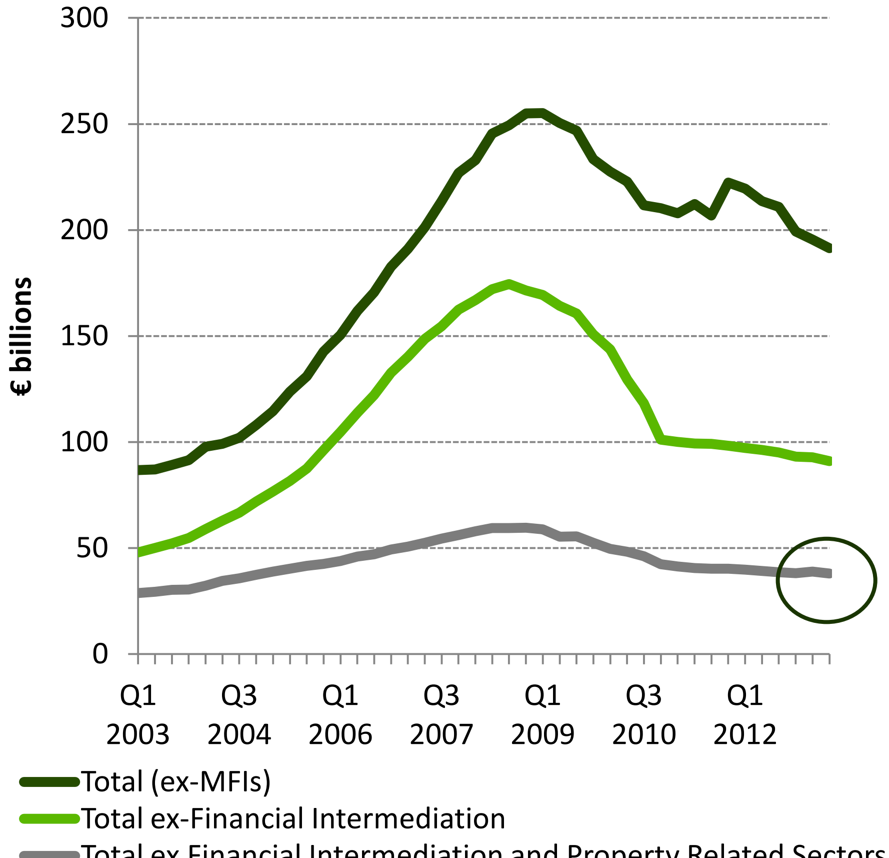


Source: Eurostat

* Measured on ESA-95 basis

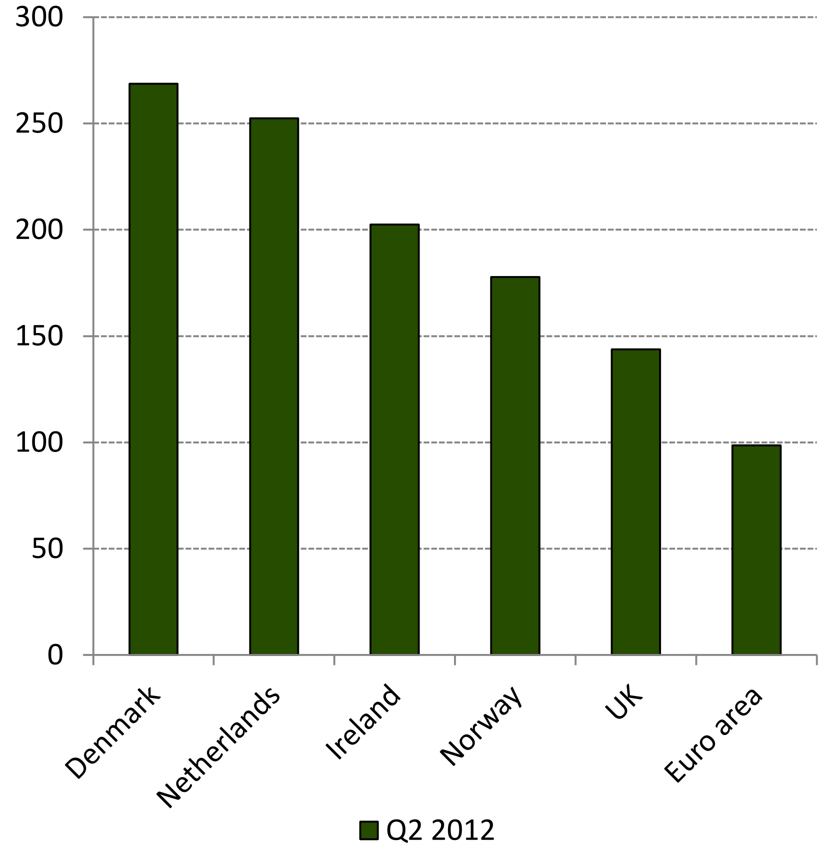
Private debt levels are high, apart from “core” domestic companies

Credit to resident Irish enterprises



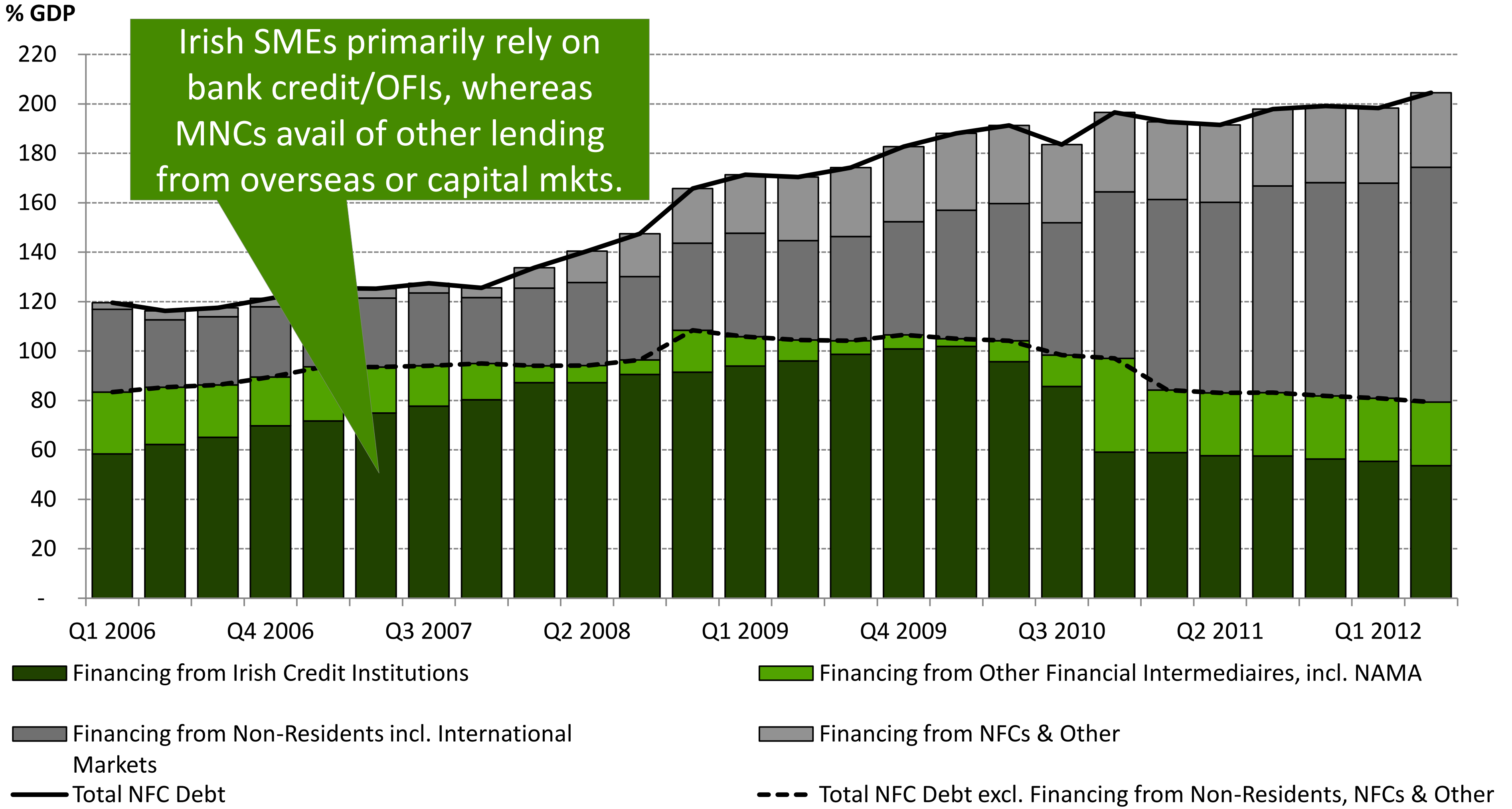
Source: Central Bank of Ireland

Household debt ratio (% DI) declining (see slide 20) but still among highest in Europe



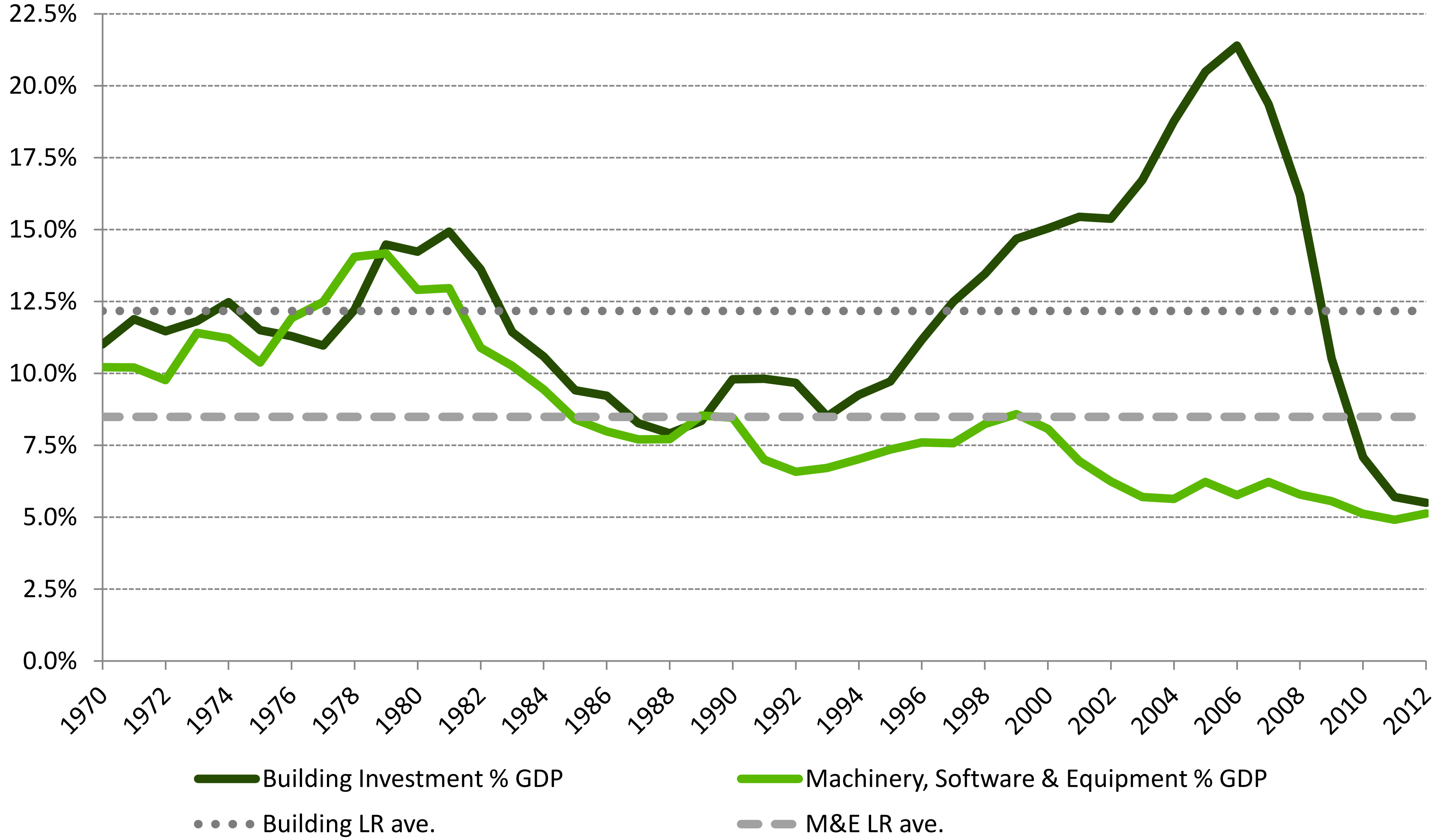
Source: Eurostat

Irish Non-Financial Corporate (NFC) debt is distorted by borrowings of foreign-owned multinationals



Source: Cussen M. and B. O’ Leary, Quarterly Bulletin Q1 2013, Central Bank of Ireland.

New investment will eventually recover - to lift economy - when deleveraging loses its strength



Source: CSO; NTMA

Economic and fiscal forecasts: Stability Programme Update, Apr 2013 (new forecasts due October 15th)

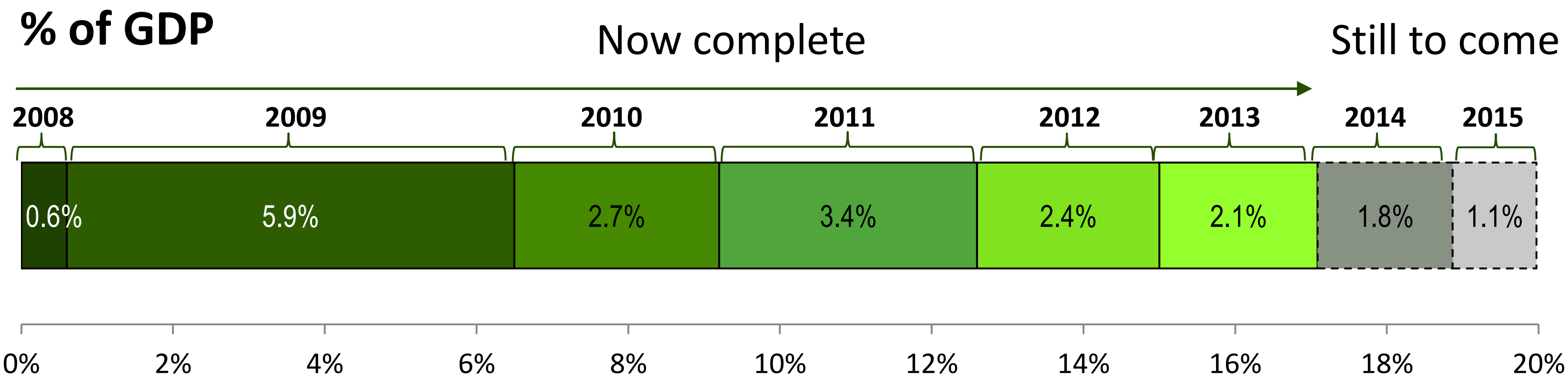
	2011	***2012***	*2013f*	*2014f*	*2015f*	*2016f*
GDP (% change, volume)	*2.2*	***0.2***	*1.3*	*2.4*	*2.8*	*2.7*
GNP (% change, volume)	*-1.6*	***1.8***	*0.8*	*1.8*	*2.0*	*2.0*
Current Account (% GDP)	*1.2*	***4.4***	*5.0*	*5.1*	*5.2*	*5.3*
General Government Debt (% GDP)	*104.1*	***117.4***	*123.3*	*119.4*	*115.5*	*110.8*
*Underlying General Government Balance (% GDP)**	*-13.1*	***-7.5***	*-7.4*	*-4.3*	*-2.2*	*-1.7*
Inflation (HICP)	*1.1*	***2.0***	*1.2*	*1.8*	*2.0*	*2.0*
Unemployment rate (%)	*14.6*	***14.7***	*14.0*	*13.3*	*12.8*	*12.3*

Source: Department of Finance, Stability Programme Update (Apr 2013)
** Underlying: ex-banking recapitalisation under EDP rules*

SECTION 2: FISCAL & NTMA FUNDING

Fiscal trends improving: debt ratio has almost stabilised after five-year consolidation so far

Fiscal Consolidation thus far (new Government targets will be announced on October 15th)



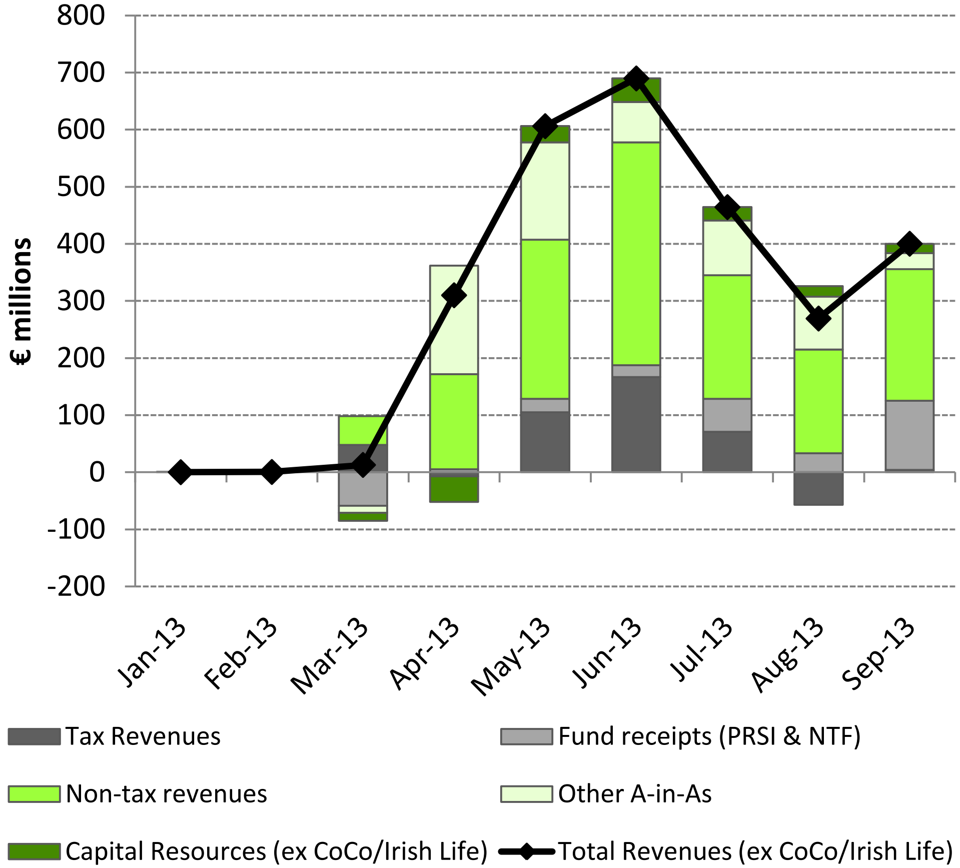
Breakdown of revenue measures (€bn unless stated)

	2008	2009	2010	2011	2012	**2013**	*2014*	*2015*
Revenue	0.0	5.6	0.0	1.4	1.6	**1.4**	*1.1*	*0.7*
Expenditure	1.0	3.9	4.3	3.9	2.2	**1.9**	*2.0*	*1.3*
Total	1.0	9.4	4.3	5.3	3.8	**3.5**	*3.1*	*2.0*
Total (% of GDP)	0.6%	5.9%	2.7%	3.4%	2.4%	**2.1%**	*1.8%*	*1.1%*
Progress to Date (% of Total)	3%	32%	45%	62%	74%	**84%**	*94%*	*100%*
Progress to Date	1.0	10.4	14.7	20.0	23.8	**27.3**	*30.4*	*32.4*
Progress to Date (% of GDP)	0.6%	6.5%	9.2%	12.6%	15.0%	**17.1%**	*18.9%*	*20.0%*

Sources: Report of the Review Group on State Assets and Liabilities, Budget 2011, Budget 2012, Budget 2013 and Stability Programme Update, April 2013.

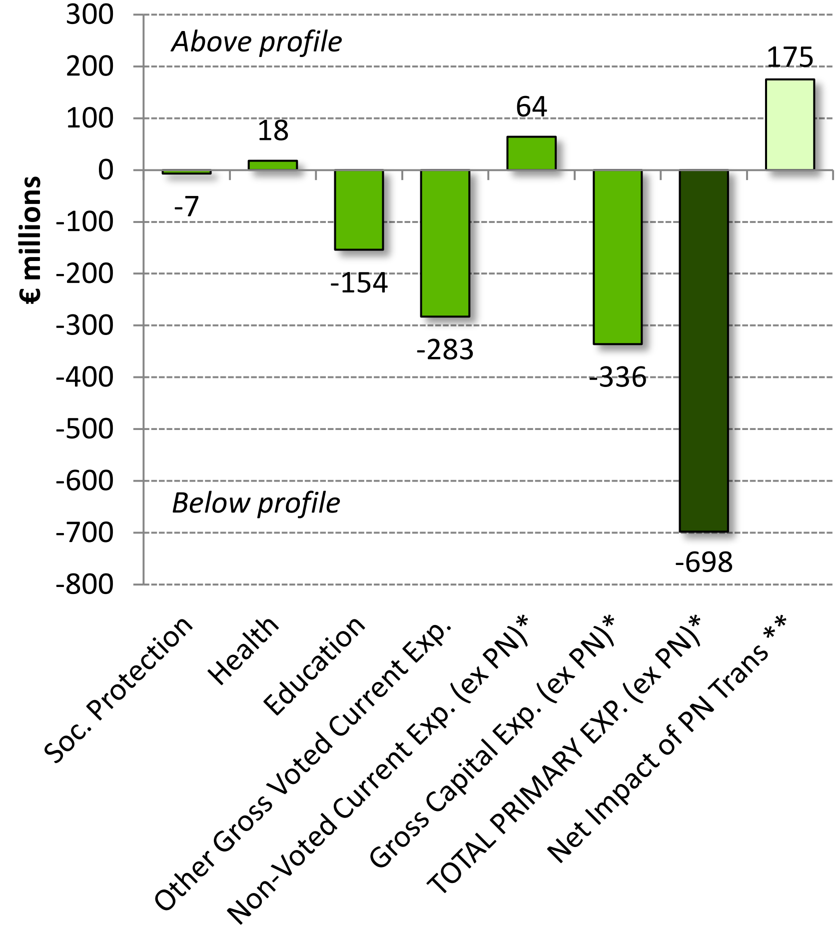
At end Q3 2013, revenues are performing well and expenditure control is firm

Cumulative Exchequer revenue outperformance versus cumulative *profile*



Source: Department of Finance and NTMA

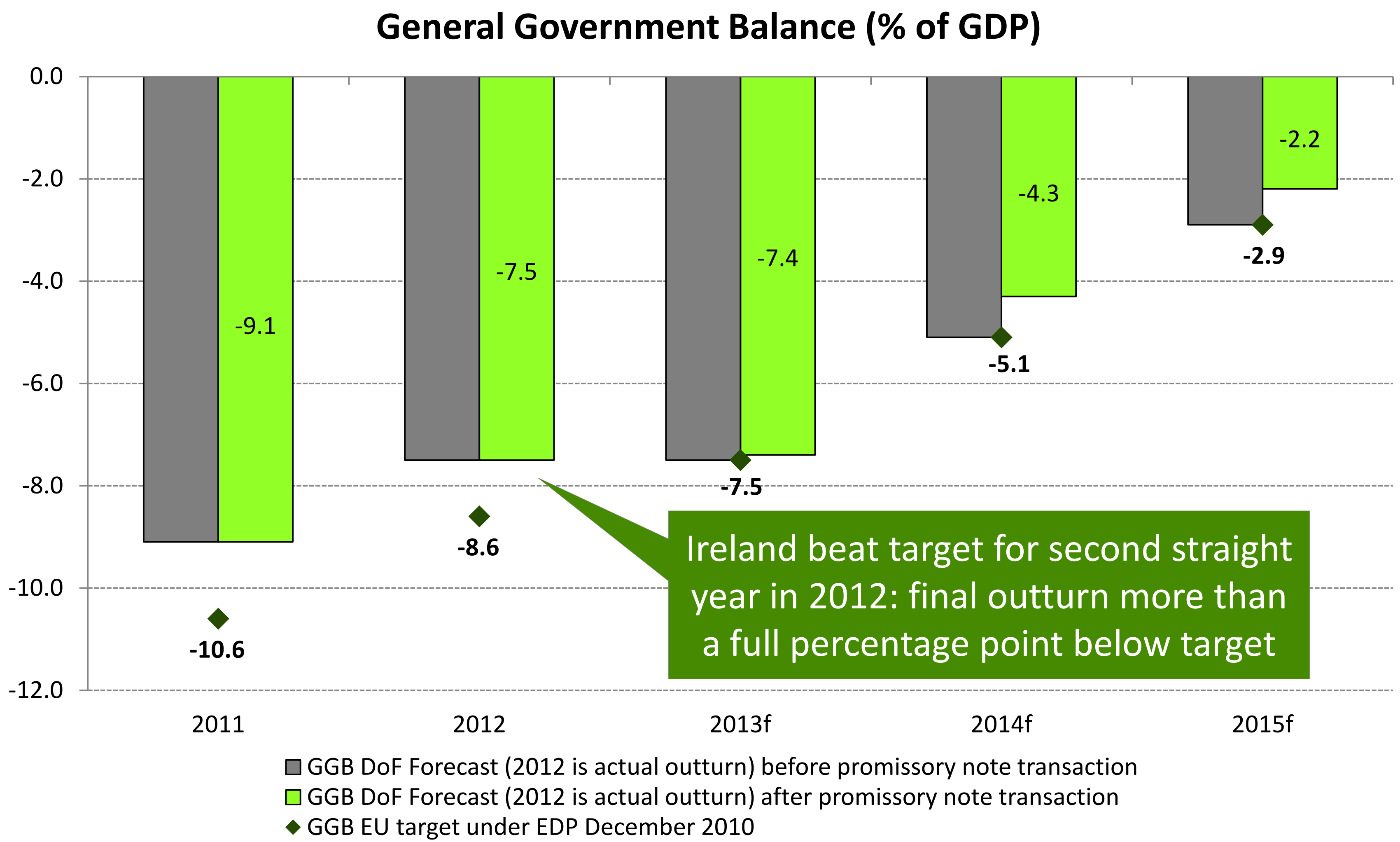
Cumulative expenditures versus cumulative *profile* (September 2013)



* These items remove Promissory Note (PN) related impacts, including est. pay-out under Ministerial guarantees stemming from IBRC liquidation plus the originally budgeted PN payment.

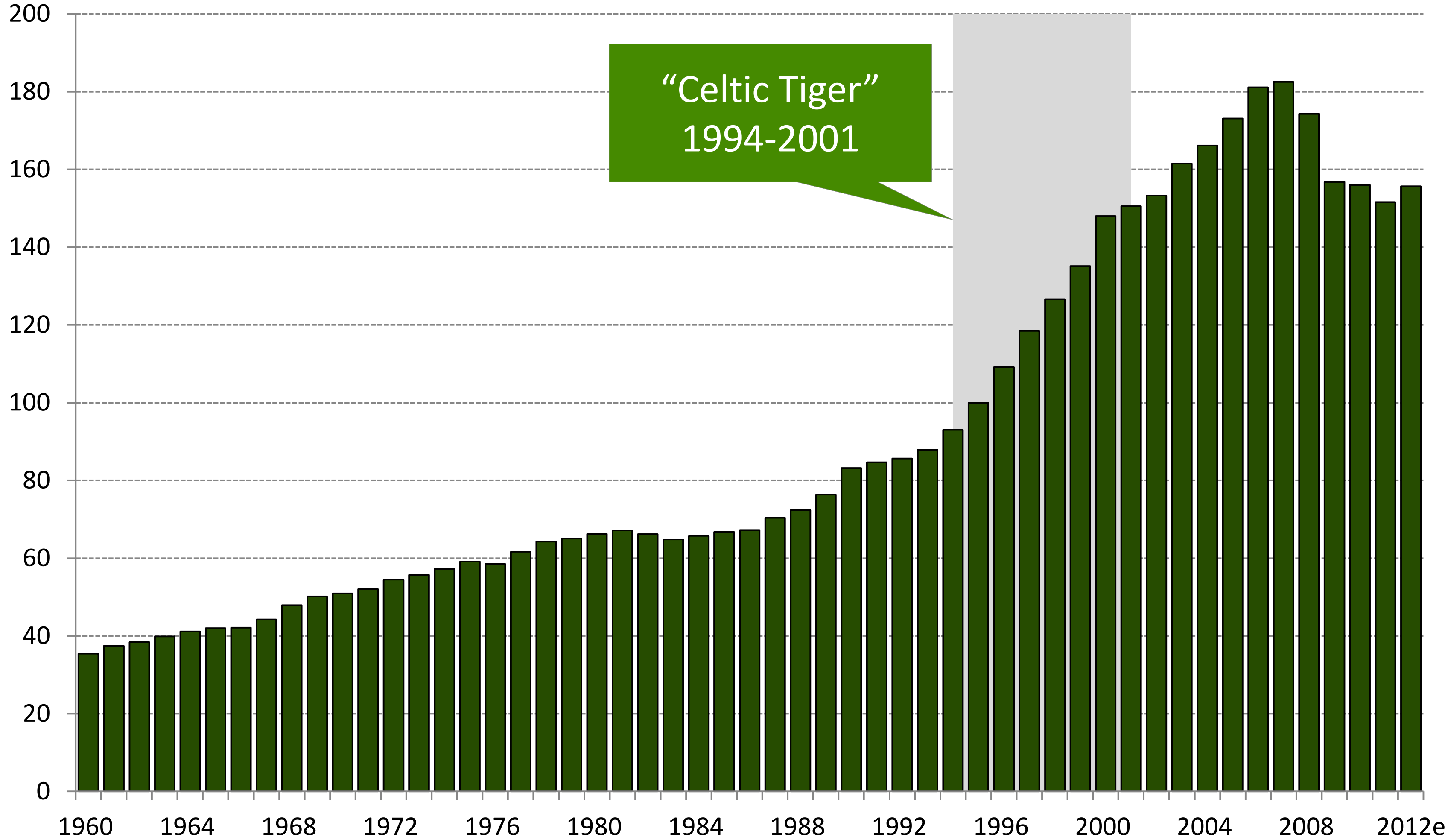
** The est. net impact of PN transaction for 2013 (GG basis) reflects €0.7bn in additional interest costs on the new floating rate bonds, €0.2bn due to accrued interest for first two months under Eurostat rules and initial estimates of a €1.15bn pay-out Ministerial guarantees. These offset the 2013 accrued interest savings related to the transaction estimated at €1.875bn.

Feb. 2013 Promissory Note transaction could facilitate outperformance of Programme/EDP fiscal targets



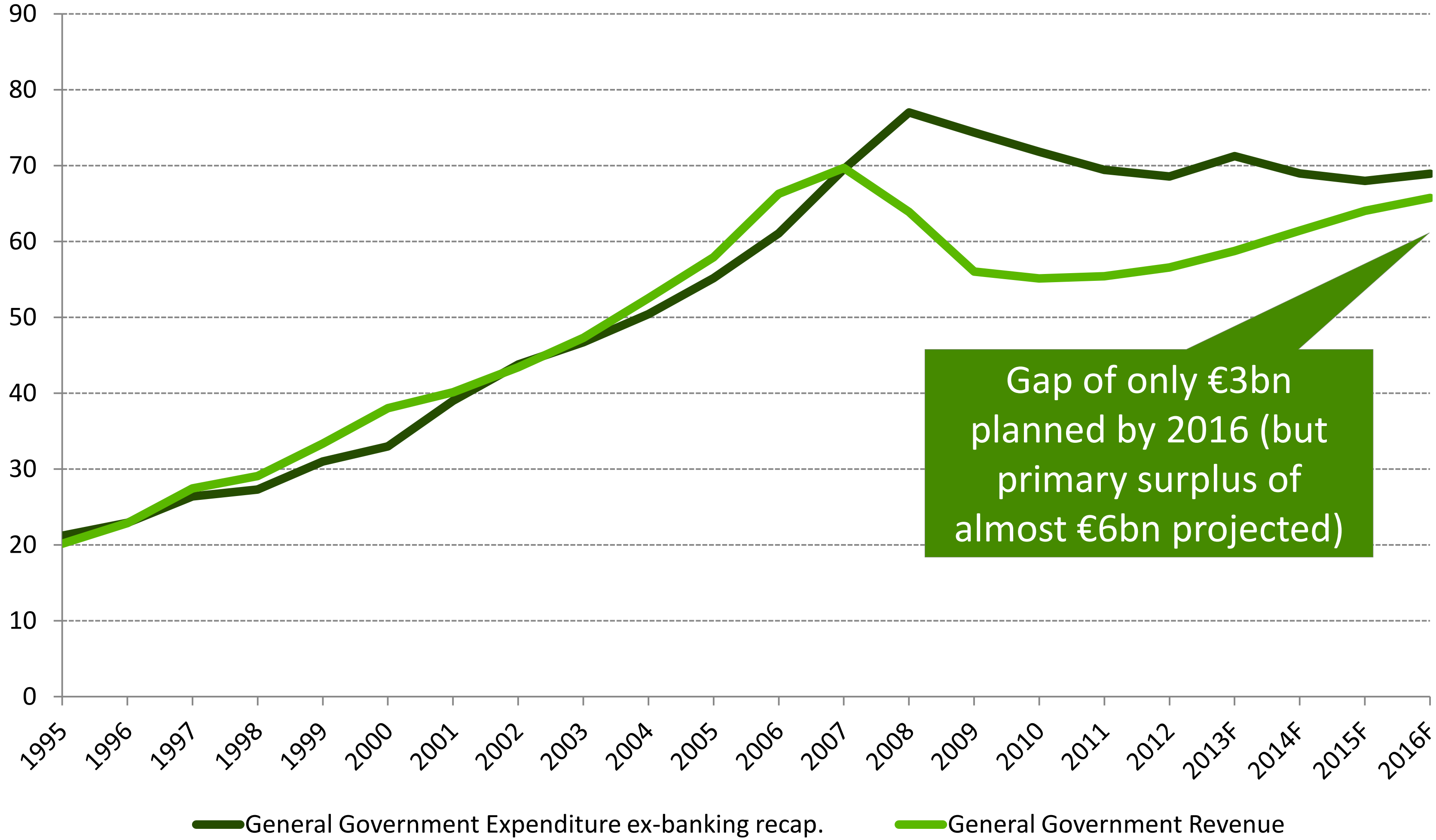
Source: Department of Finance **(as per April 2013 SPU);** CSO; Eurostat

Gains from 2001-07 bubble lost, but living standards up c. 56% from 1995 (real GNI per capita 1995 =100)



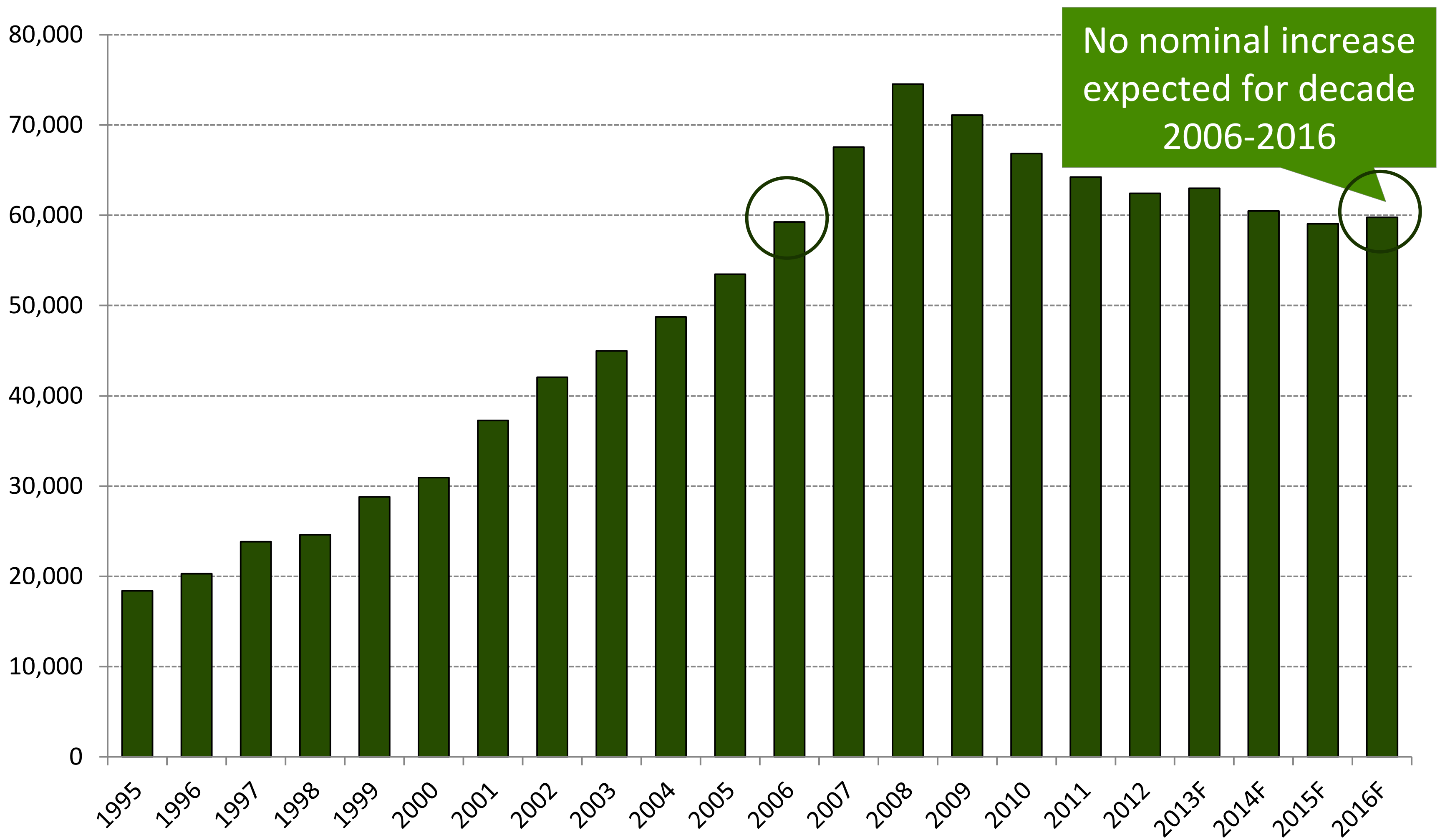
Sources: CSO; AMECO

General Government revenue is growing and expenditure coming down (€bn)



Source: Department of Finance; Eurostat; CSO

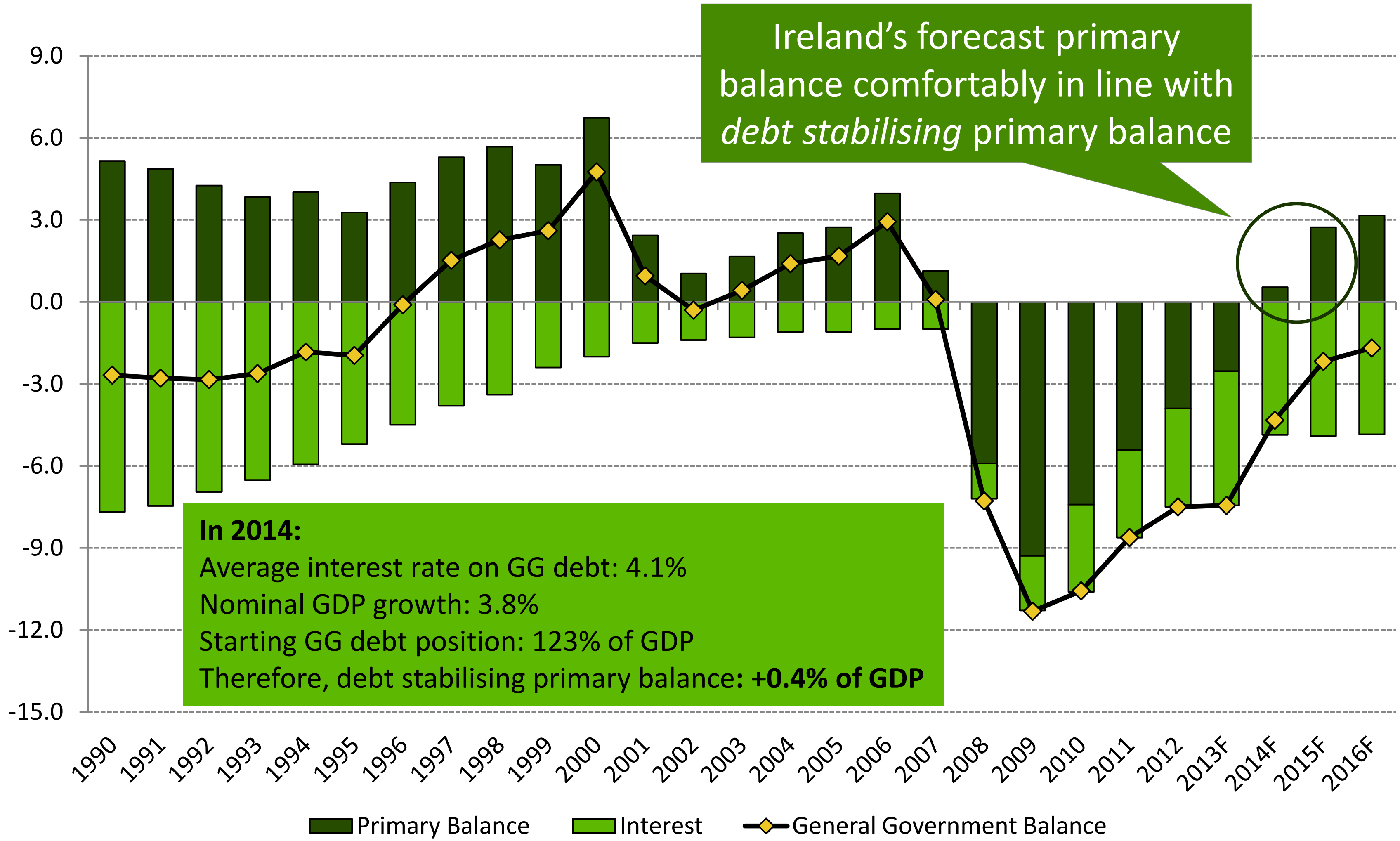
Primary government expenditure cut sharply (€m)*



Source: Department of Finance; Eurostat

*excluding interest expenditure (and banking recapitalisation)

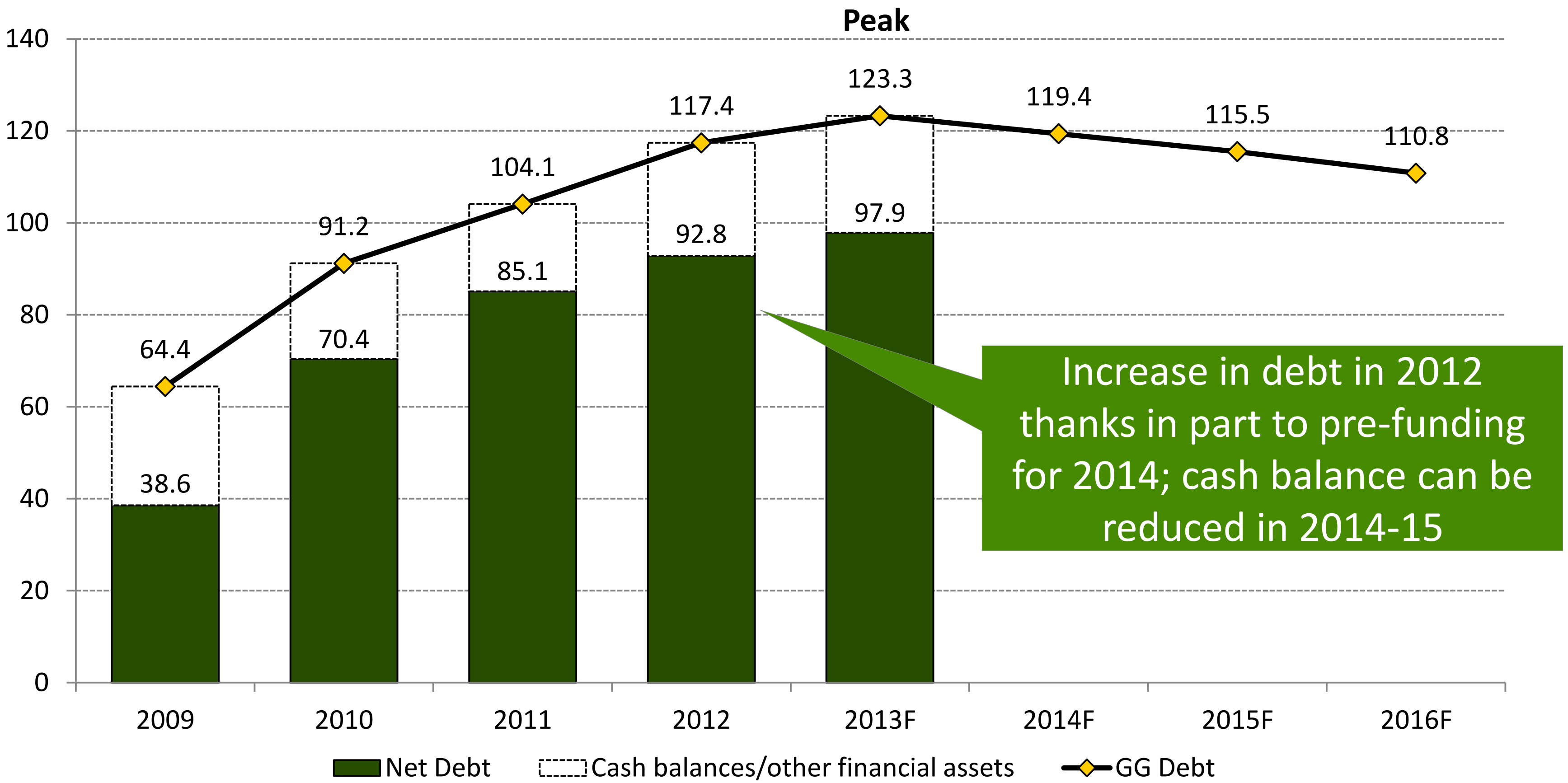
Ireland not far from confirming debt sustainability: primary surplus (% of GDP) to be achieved by 2014



In 2014:
Average interest rate on GG debt: 4.1%
Nominal GDP growth: 3.8%
Starting GG debt position: 123% of GDP
Therefore, debt stabilising primary balance: **+0.4% of GDP**

Source: Department of Finance; Eurostat; NTMA

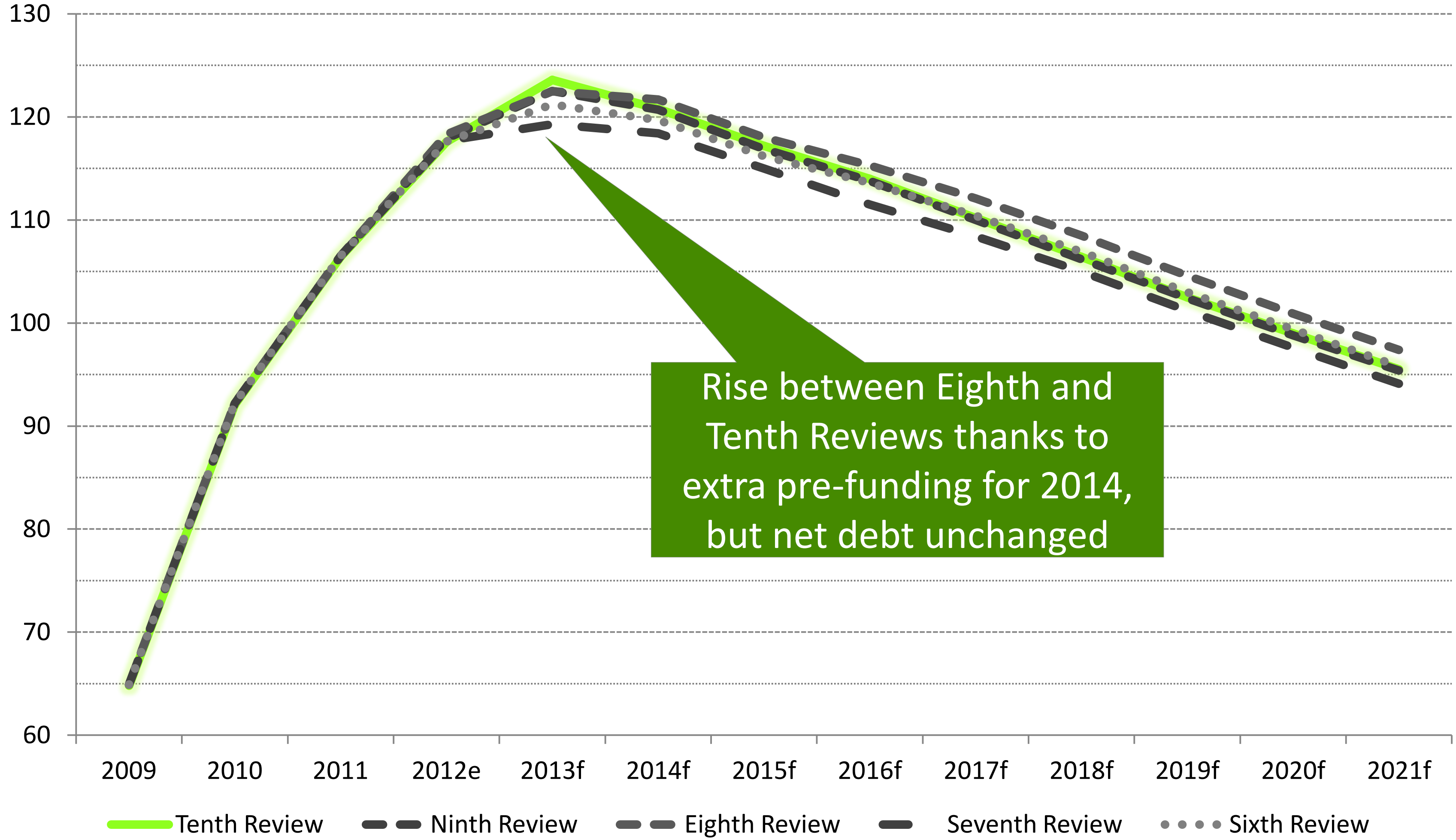
Gross Government debt is set to stabilise at c.123% of GDP in 2013



- All things equal, 2013 debt level will be lower than Budget day forecast due to sale of Irish Life and BOI CoCos

Source: Department of Finance **(as per April 2013 SPU);** CSO

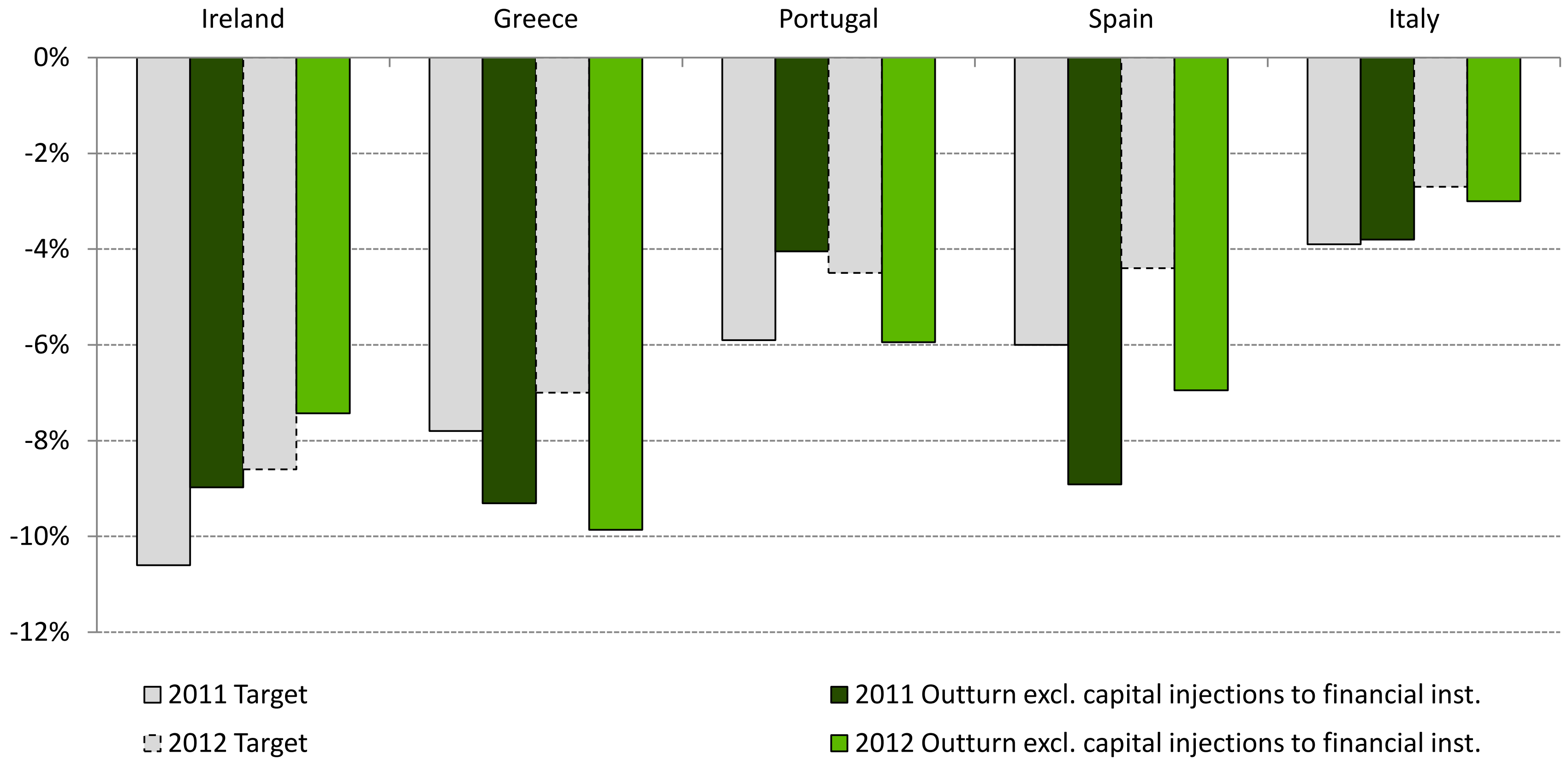
IMF continues to forecast a declining debt trajectory (% of GDP)



Source: IMF, Various Staff Reports

Ireland is the only troubled country to outperform its Government deficit target for two straight years

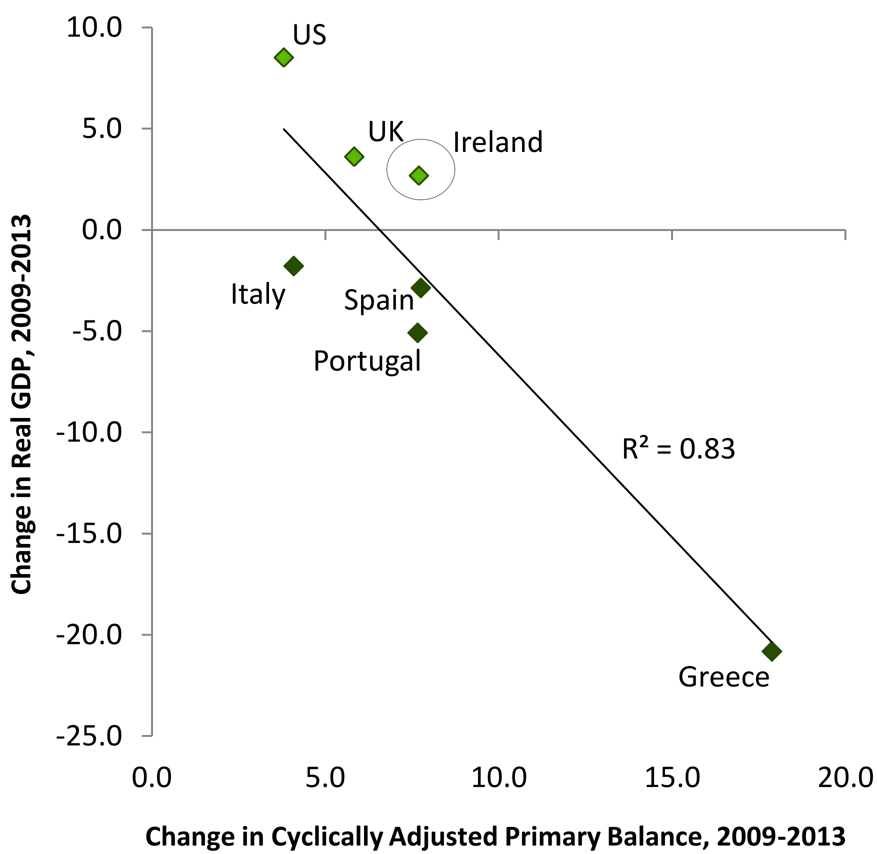
General Government Balance (ex capital injections to support fin institutions (% of GDP))



Sources: European Commission Stability Programme Updates for Ireland (2012) Italy (April 2011) and Spain (April 2011); Council Recommendation on Portugal's 2012 National Reform Programme (May 2012); Economic Adjustment Programme for Greece – Fifth Review (October 2011); Eurostat - Supplementary Tables for the Financial Crisis

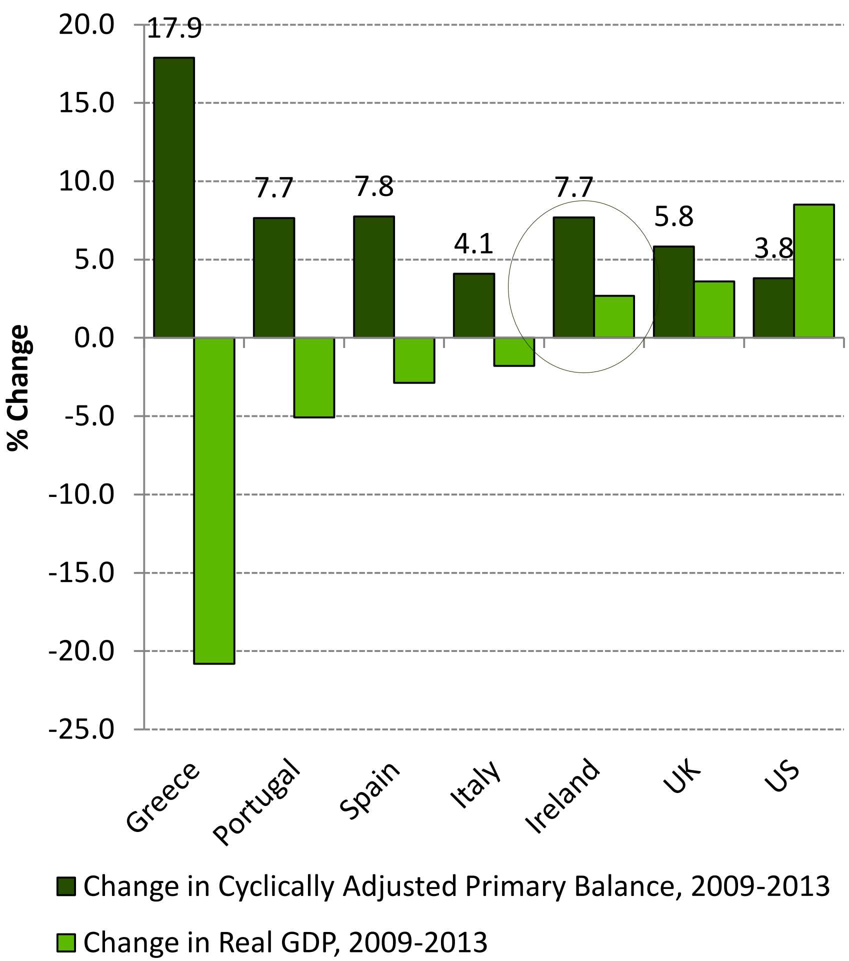
Ireland's adjustment easier on GDP because of relatively lower fiscal multiplier – thanks to openness

Growth has been possible with consolidation, unlike elsewhere in EA . . .



Source: IMF; NTMA

...while adjustment continues to deliver



Greater geographic balance in holdings of Irish Government Bonds (IGBs)

€ million

End quarter	**June 2012**	**September 2012**	**December 2012**	**March 2013**	**June 2013**
1. Resident	**22,447**	**24,211**	**24,387**	**51,600**	**52,270**
	(27.0%)	**(27.4%)**	**(27.8%)**	**(43.0%)**	**(45.3%)**
– MFIs and Central Bank	**20,083**	**21,285**	**21,784**	**49,126**	**49,797**
– General Government & Financial Intermediaries	**2,180**	**2,737**	**2,416**	**2,271**	**2,274**
– Households & Non-Financial Corporations	**184**	**189**	**188**	**203**	**198**
2. Rest of world	**60,684**	**64,295**	**63,466**	**68,483**	**63,195**
	(73.0%)	**(72.6%)**	**(72.2%)**	**(57.0%)**	**(54.7%)**
Total MLT debt	**83,131**	**88,506**	**87,853**	**120,083**	**115,465**
Total MLT debt (adjusted for IBRC liquidation) *	**83,131**	**88,506**	**87,853**	**91,964**	**87,346**

Source: Central Bank of Ireland

* Holdings from Mar-2013 onwards are adjusted for IBRC Promissory Note repayment (non-cash settlement) which resulted in €25bn of long-dated Government bonds being issued to the Central Bank of Ireland on liquidation of IBRC. The CBI also took on €3bn of 2025 IGBs formerly held by IBRC. This transaction resulted in a large increase in the share of resident holdings.

Breakdown of General Government debt

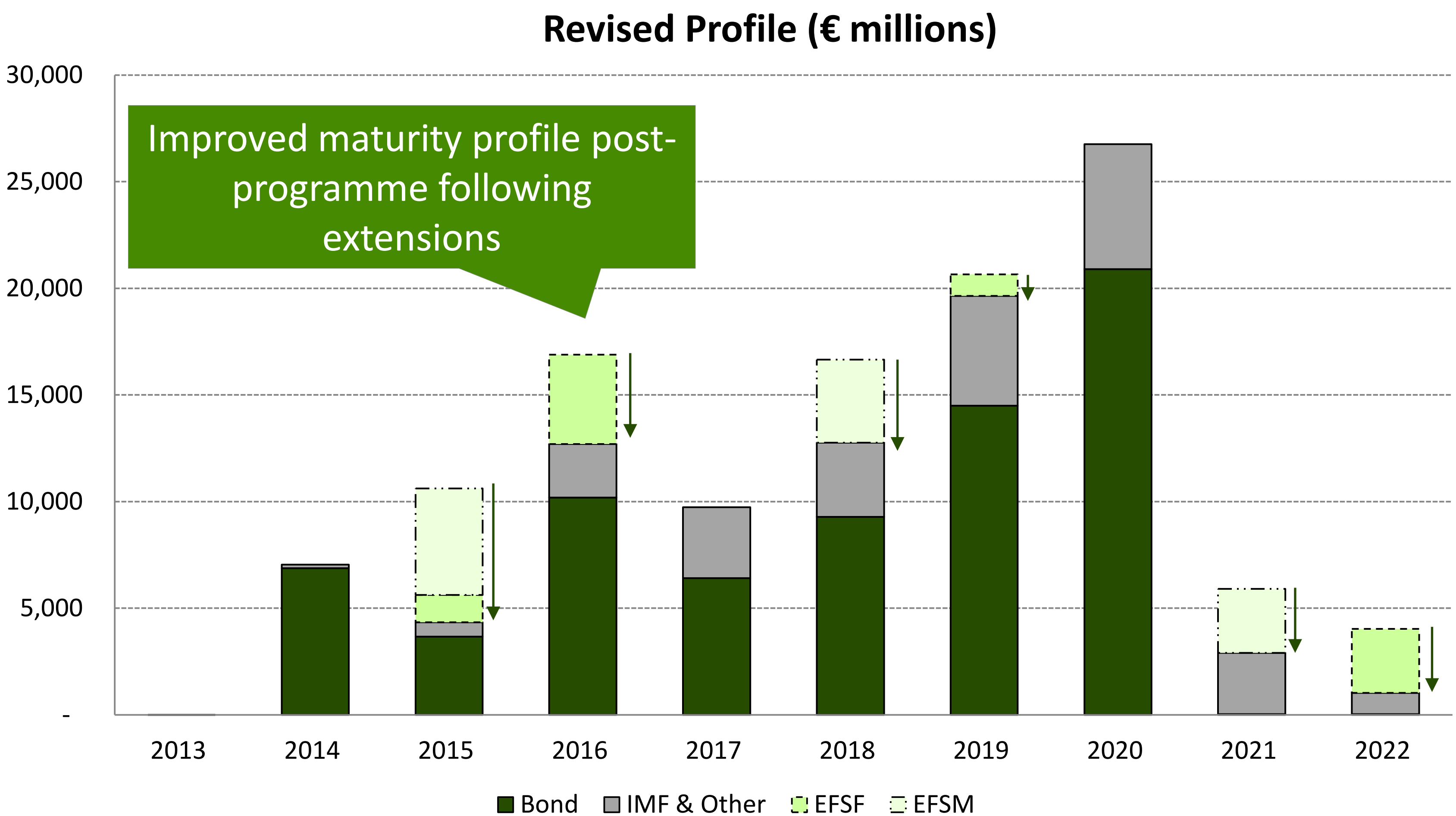
€ million	2007	2008	2009	2010	2011	2012
Currency and deposits (mainly retail debt)	7,676	8,843	10,307	13,707	15,216	17,477
Securities other than shares, exc. financial derivatives	37,386	67,969	91,391	96,317	88,550	89,289
- Short-term (T-Bills, CP etc)	*5,598*	*25,525*	*20,443*	*7,203*	*3,777*	*2,535*
- Long-term (MLT bonds)	***31,788***	***42,443***	***70,948***	***89,114***	***84,773***	***86,754***
Loans	2,094	2,791	2,845	34,140	65,459	85,695
- Short-term	*389*	*455*	*707*	*735*	*574*	*1,901*
- Long-term (official funding and promissory notes)	*1,704*	*2,336*	*2,138*	*33,405*	*64,886*	*83,793*
General Government Debt	**47,155**	**79,603**	**104,544**	**144,164**	**169,226**	**192,461**

Source: CSO (latest 2012 for full year)

Four-fold benefits from February 2013 Promissory Note deal

- NPV reduction in Ireland's General Government debt
  - Interest payments that leave consolidated “Ireland Inc.” - General Government-IBRC-CBI-NAMA - key here
- NTMA funding need c.€20bn lower over next decade
  - Rollover risk much lower on Programme exit
- General Government deficit lower statistically in 2014 and 2015 and for a number of years thereafter
  - Because IBRC was classified outside General Government
  - Unlikely to be any GGB benefit in 2013, thanks to up-front costs of IBRC liquidation
- Deal cements domestic buy-in to final years of fiscal consolidation
  - Market reaction has been positive

Maturity profile envisaged under maturity extensions is much smoother



Source: NTMA

Note: EFSM loans are subject to a 7 year extension that will bring their weighted-average maturity from 12.5 years to 19.5 years. It is not expected that Ireland will have to refinance any of its EFSM loans before 2027. However, the revised maturity dates of individual EFSM loans will only be determined as they approach their original maturity dates.

Total funding requirements are steadily declining (€bn)

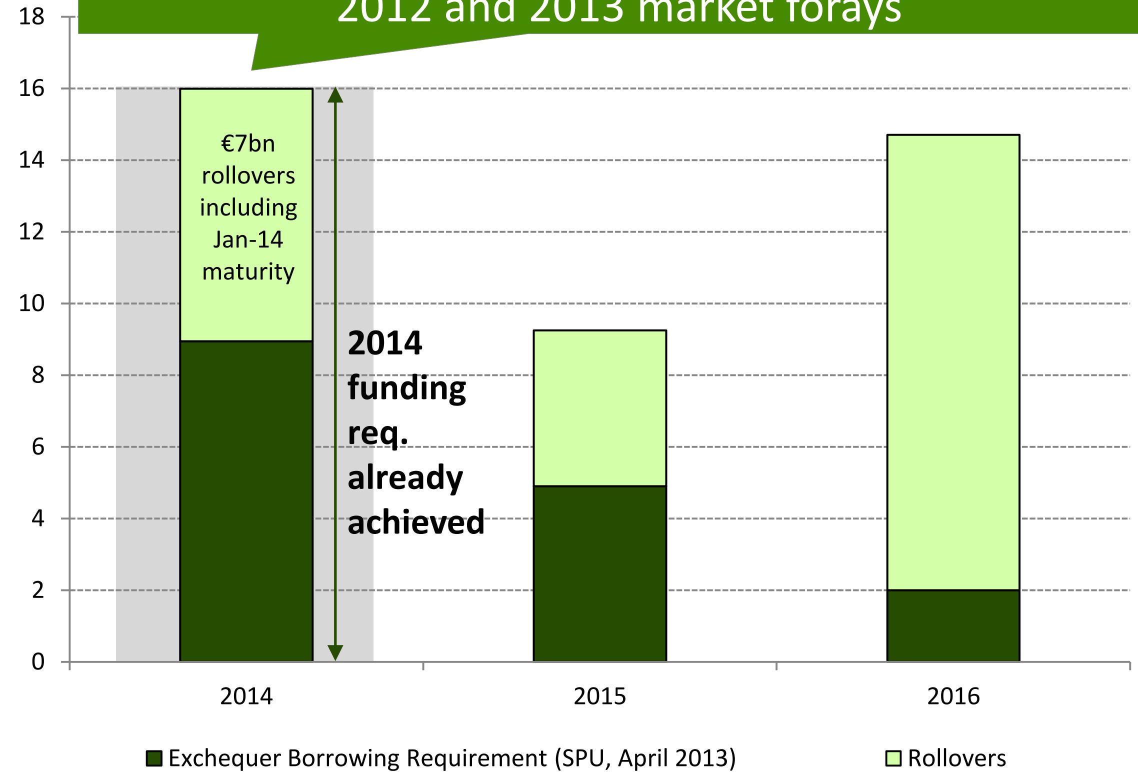
- Funding requirement substantially improved since Budget 2013 (Dec. 2012) following sale of BOI CoCos and Irish Life. Restructuring of IBRC Promissory Note and extension of EFSF/EFSM maturities also of significant benefit

- Cumulative NTMA Funding Requirement for 2014-15 now c.€11bn lower than at Budget 2013

- End-September *Exchequer cash balances and other short-term cash management balances of €25.6bn* provide a considerable funding buffer for future years

Source: NTMA; Department of Finance

EFSF/EFSM maturity ext. and banking-related deals meant that 2014-15 funding requirement was dramatically reduced; NTMA has already pre-funded the now lower 2014 requirement (shaded) through 2012 and 2013 market forays



1. Rollovers include maturing Government bonds and EU/IMF Programme loans.
2. EFSF loans have been extended by a weighted average 7 years . EFSM loans are also subject to a 7 year extension. It is not expected that Ireland will have to refinance any of its EFSM loans before 2027. A €5bn EFSM loan originally due to mature in 2015 is therefore no longer part of the "Latest Est. Funding Requirement" in 2015.

SECTION 3: REBALANCING

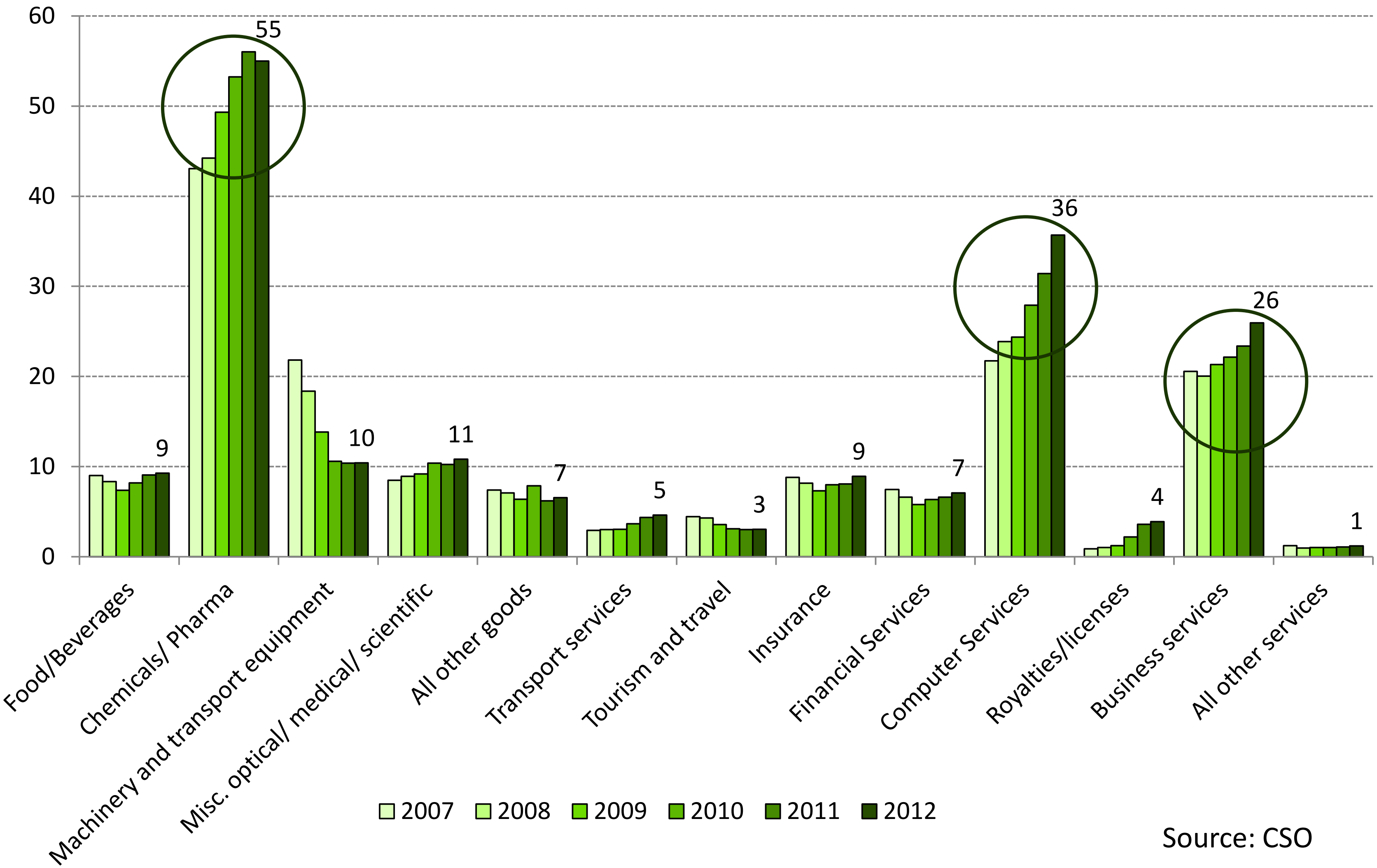
Ireland has accomplished the bulk of its "internal devaluation"; and outperforms other troubled countries thanks to its flexible economy

Ireland's BoP current account surplus reflects large-scale rebalancing of economy (4Q MA, % GDP)

Source: CSO

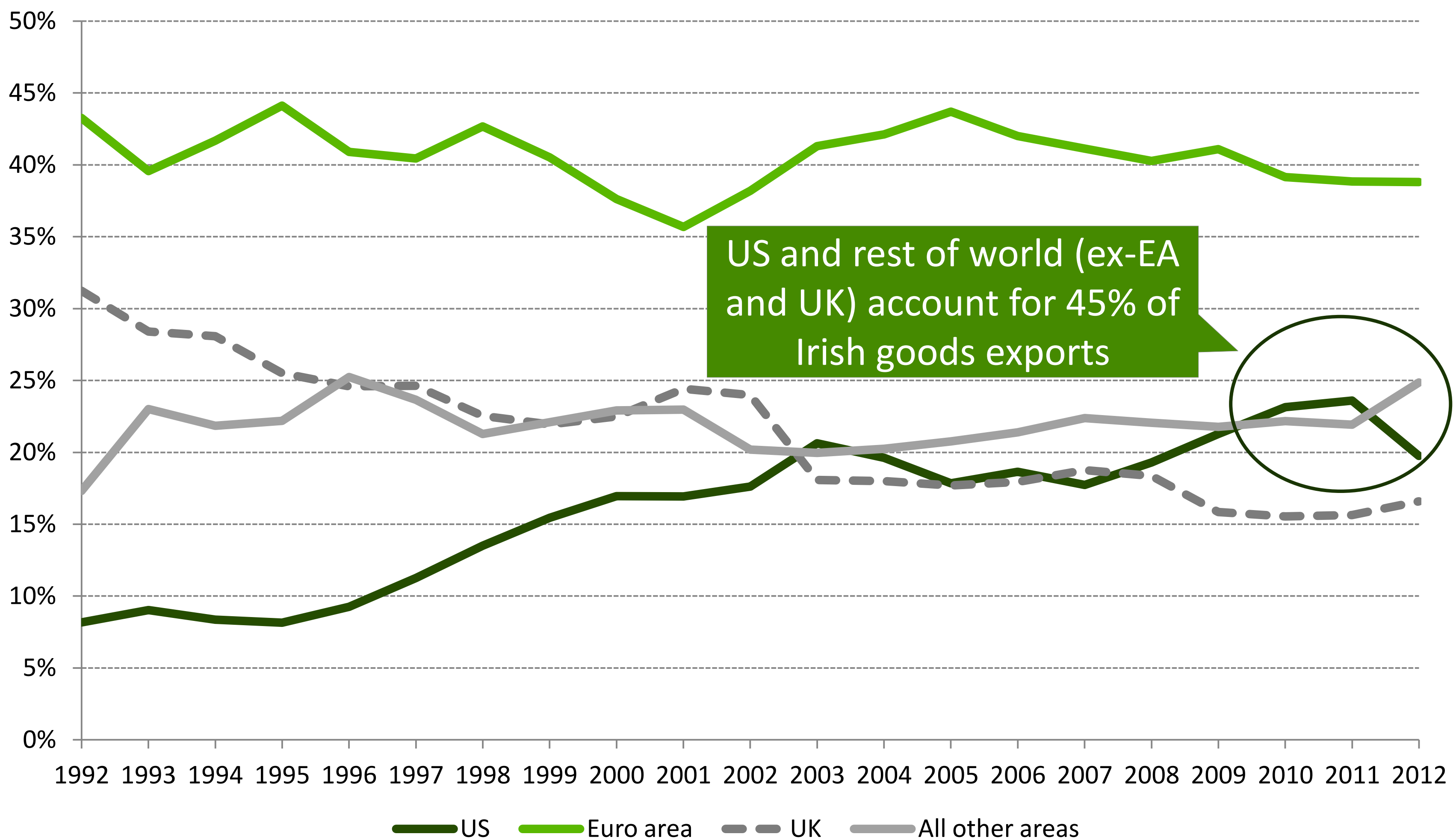
* Adjusted for estimates of the undistributed profits of redomiciled PLCs (for more information, see Fitzgerald, J. (2013), 'The Effect of Redomiciled PLCs on GNP and the Irish Balance of Payments')

Exports dominated by pharmaceuticals, IT and businesses services (scale: €bn)



Source: CSO

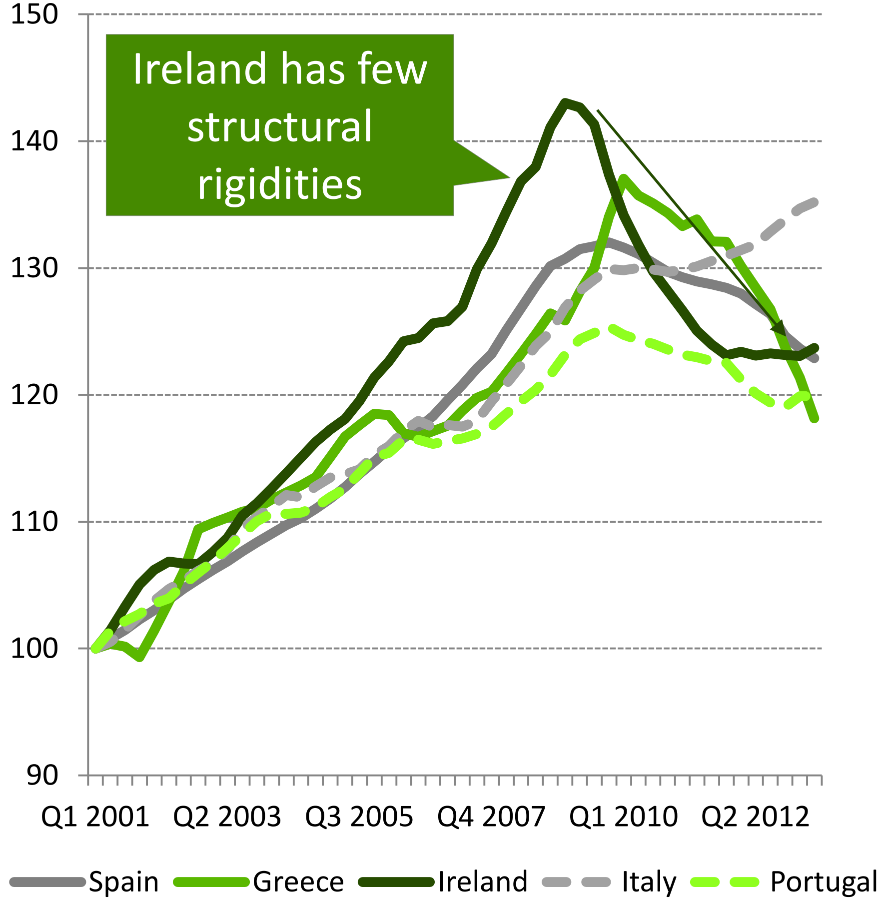
Ireland benefits from trade diversification (goods export shares)



Source: CSO

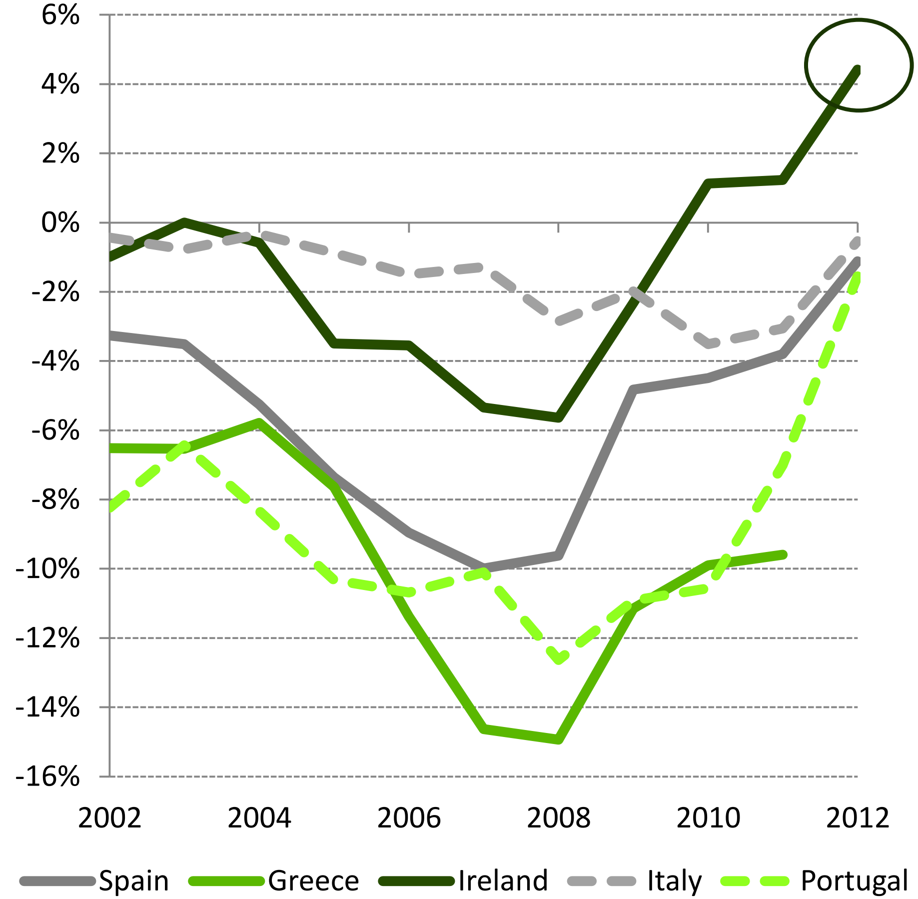
Ireland's competitive position is different to the other non-core countries

Unit Labour Costs (Q1 2001=100)



Source: ECB

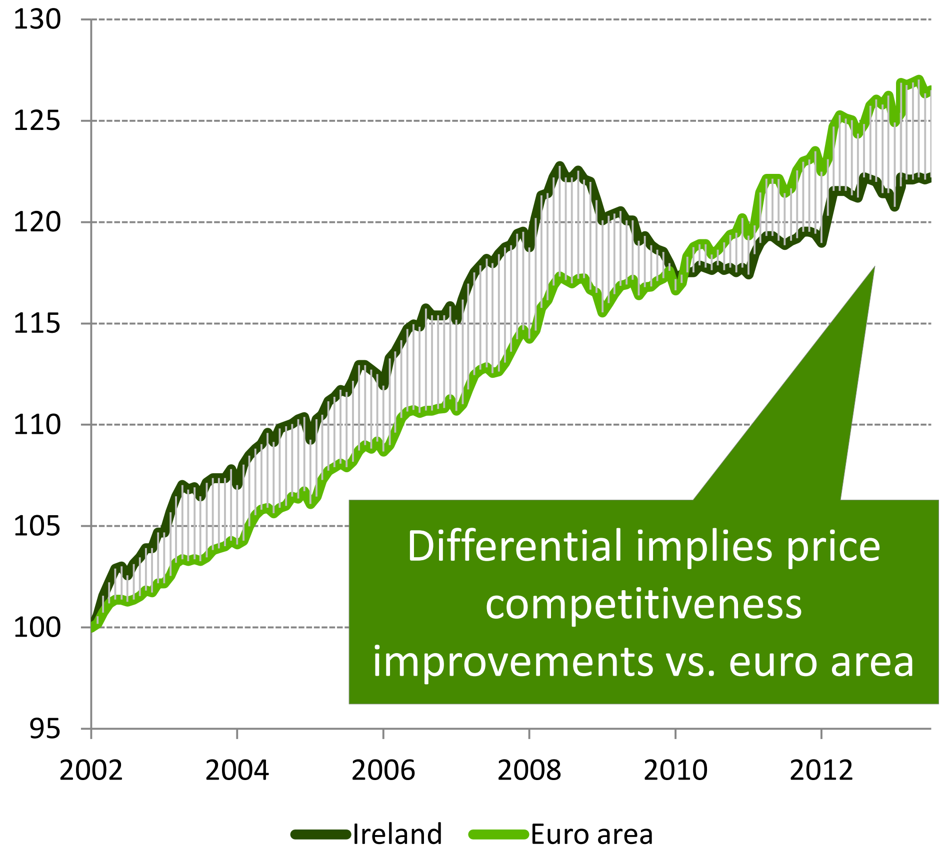
Current Account Balance (% GDP)



Source: DataStream

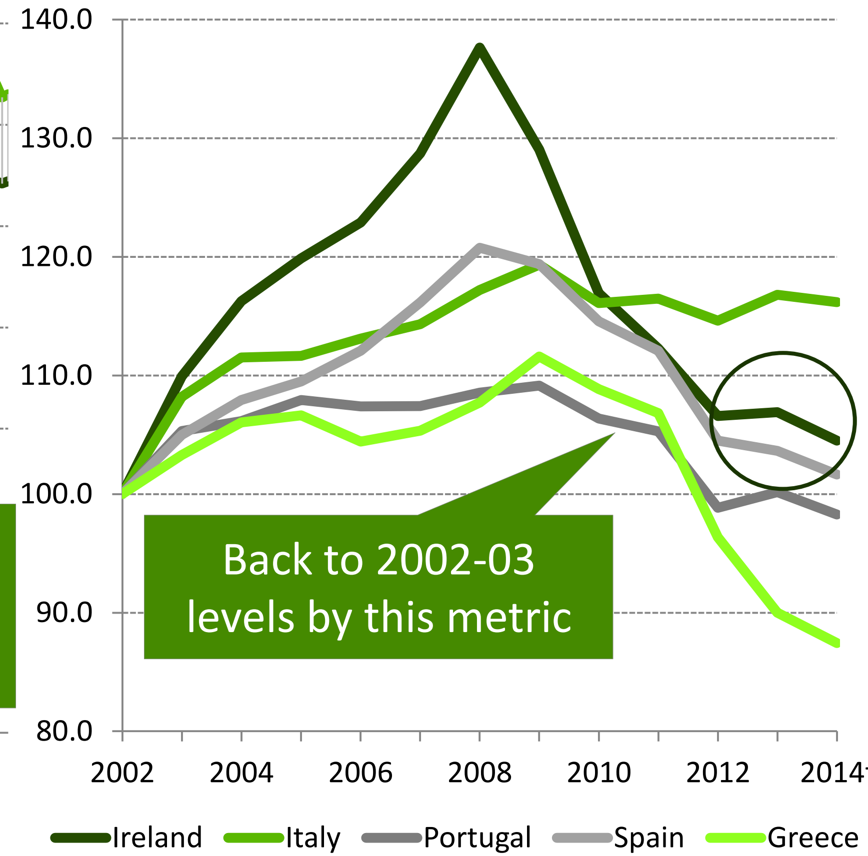
Sharp 'internal devaluation' has enabled a rapid recovery of lost competitiveness

Annual HICP Inflation undershoots euro area aggregate since 2008 (Base:2002=100)



Source: Eurostat

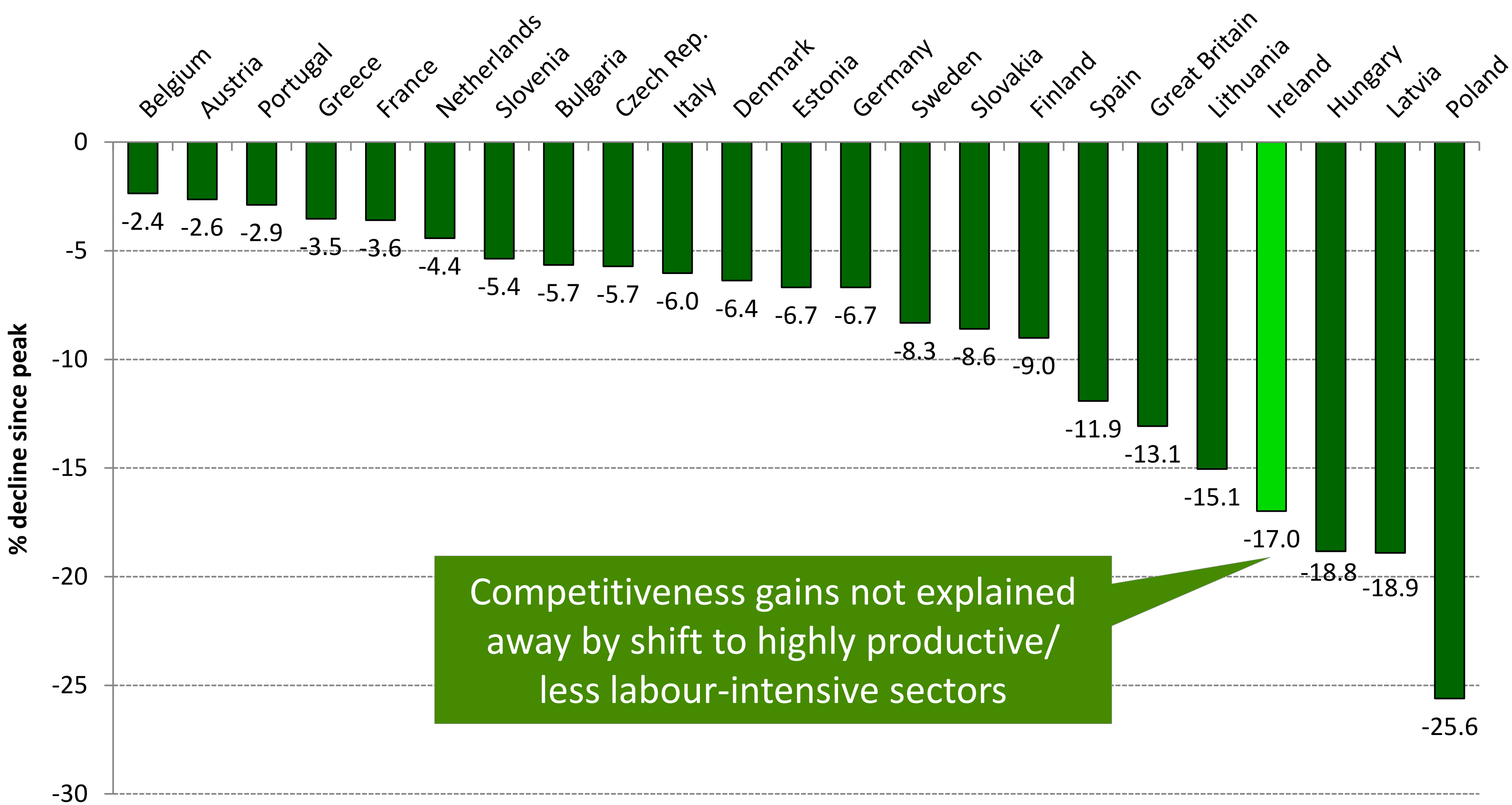
Relative Real Effective Exchange Rates have corrected sharply (Base:2002=100)



Source: AMECO

Note: REERs are deflated by unit labour costs and measure performance relative to 36 industrial countries - double export weights

Competitiveness recovery still exceptional even when compositional effects are corrected for



Source: Bruegel, 2012. 'Real effective exchange rates for 178 countries: a new database'
Note: REERs cover business sector excluding agriculture, construction and real estate activities and are estimated using fixed weights from Q1 2008. Data available to Q4 2011. See Darvas, Z (2012) for more details.

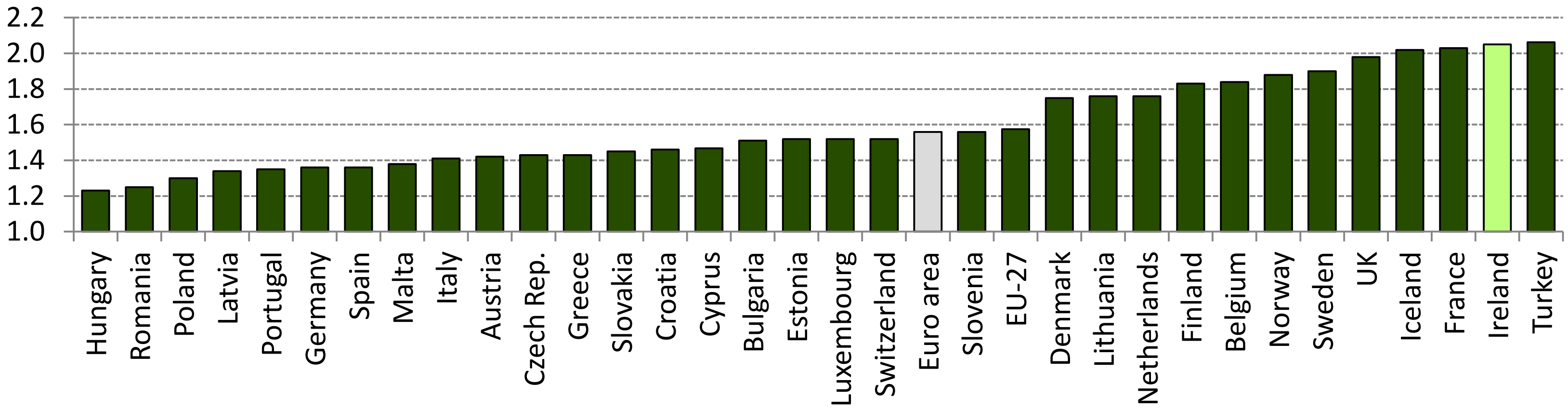
Ireland is far more open than other non-cores

	Exports (%GDP)	Imports (%GDP)	Openness proxy (X+M/GDP)
Ireland	108	84	1.92
Spain	32	31	0.63
Italy	30	29	0.59
Portugal	39	39	0.78
Greece	27	32	0.59

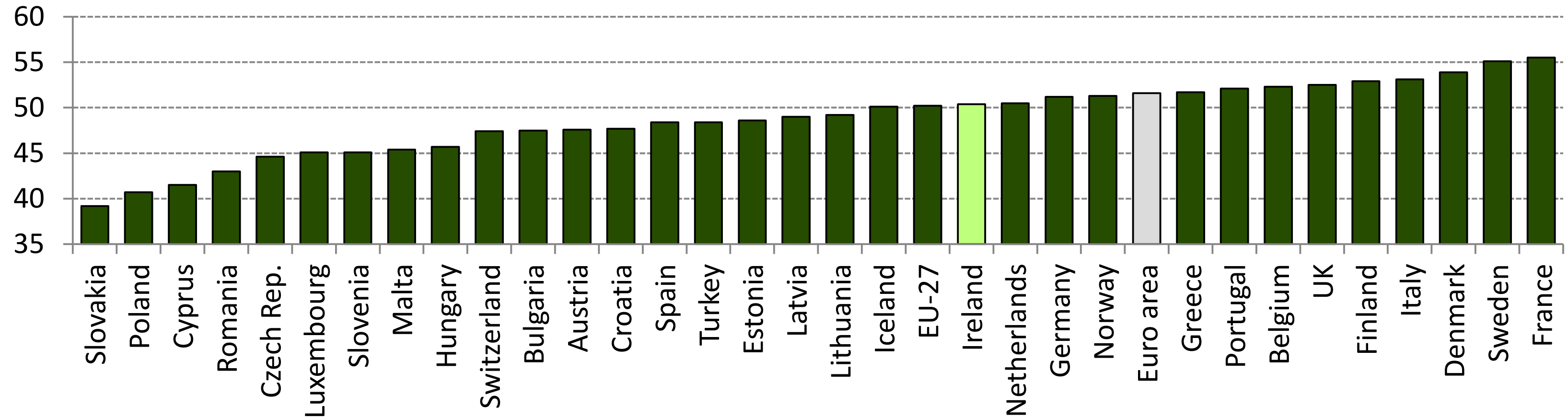
Source: Eurostat (based on 2012 data)

Favourable population characteristics underpin debt sustainability over longer term

Fertility rates in Ireland are above typical international replacement rates

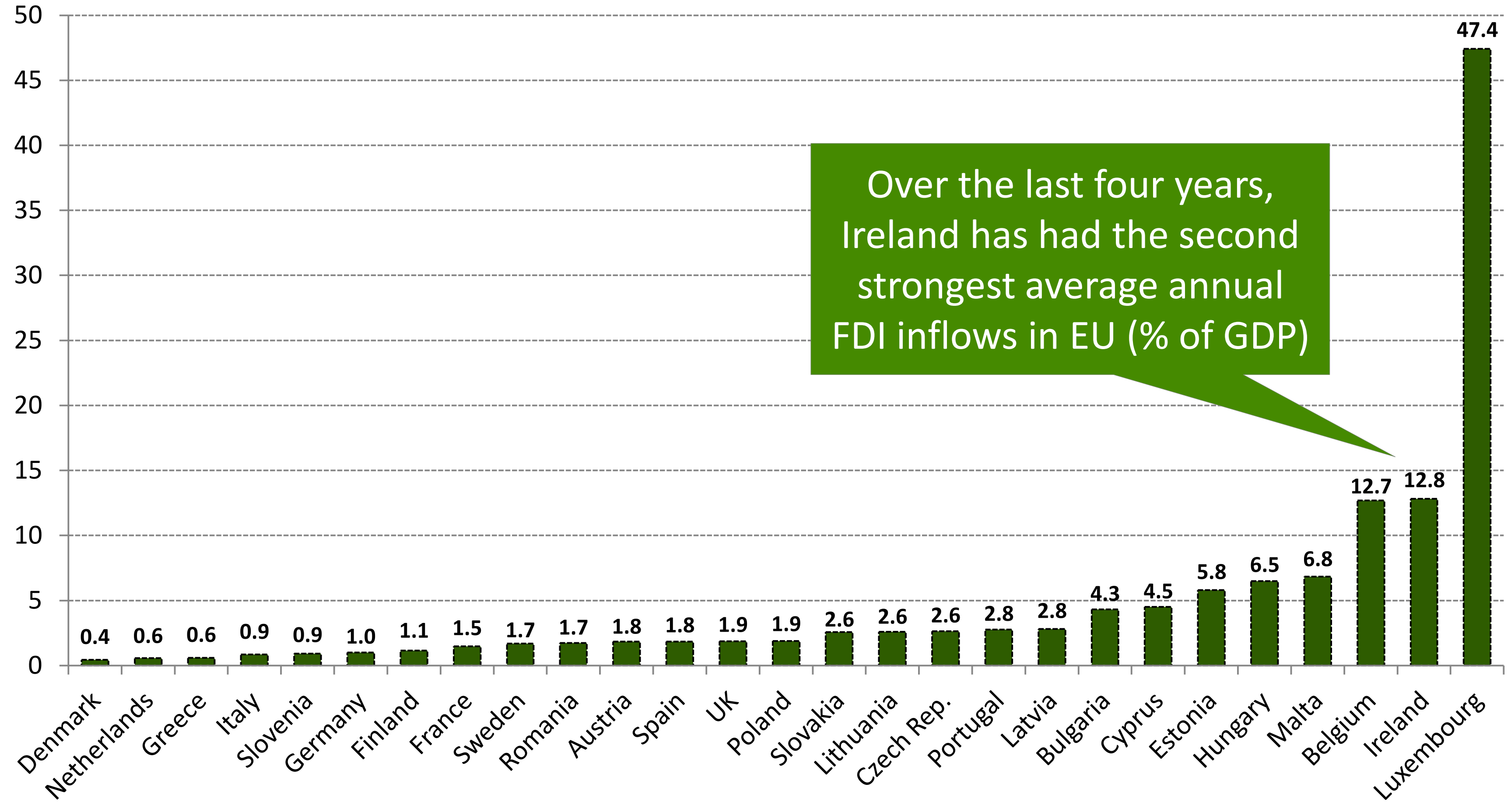


Dependency ratios (age <15 & 65+ : ages 15-64) also compare well against euro area



Sources: World Bank WDI; Eurostat

Ireland continues to attract foreign investment (Average FDI inflows per annum as a share of GDP, 2009 – 2012)

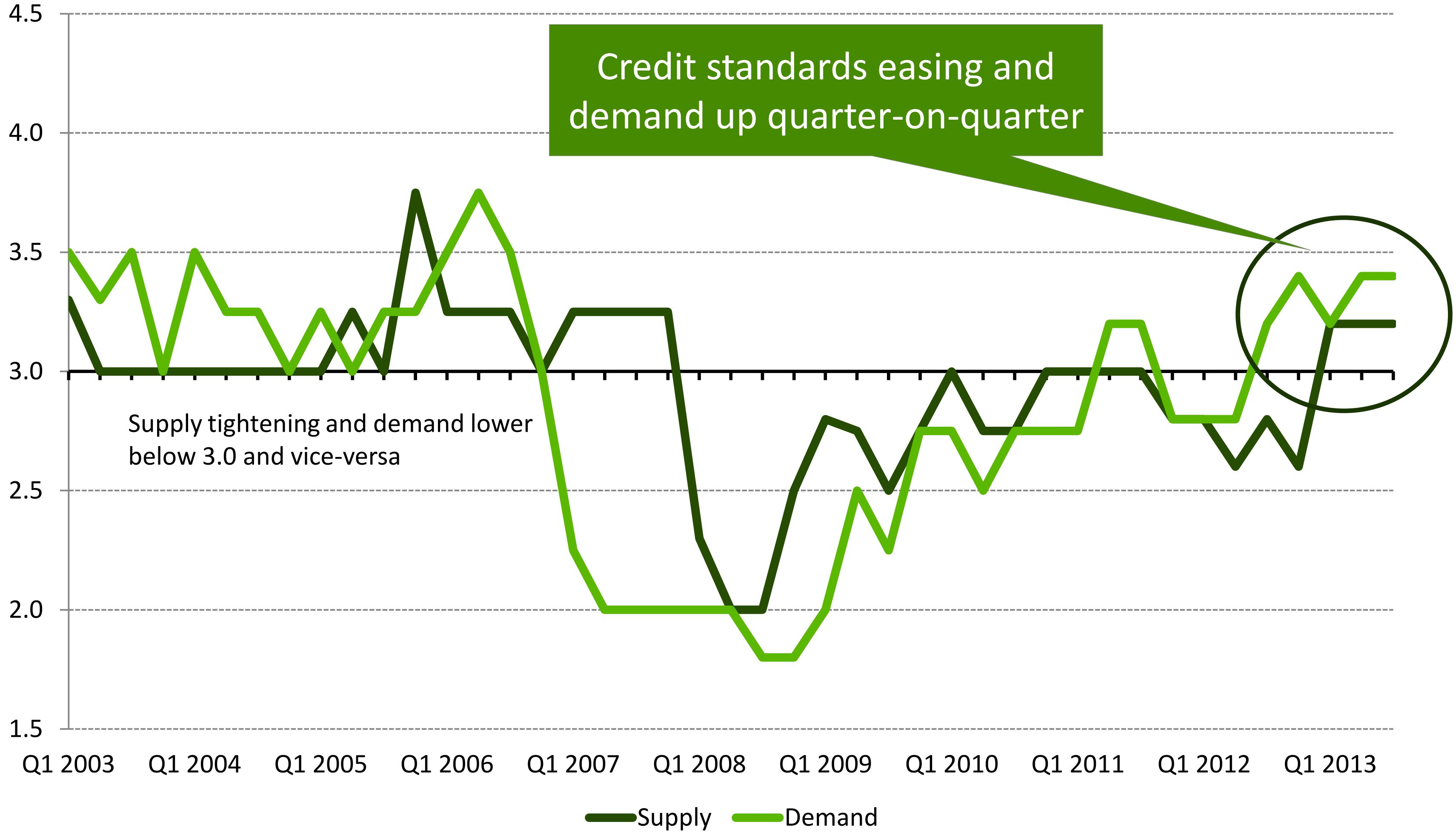


Sources: UNCTADStat

SECTION 4: PROPERTY

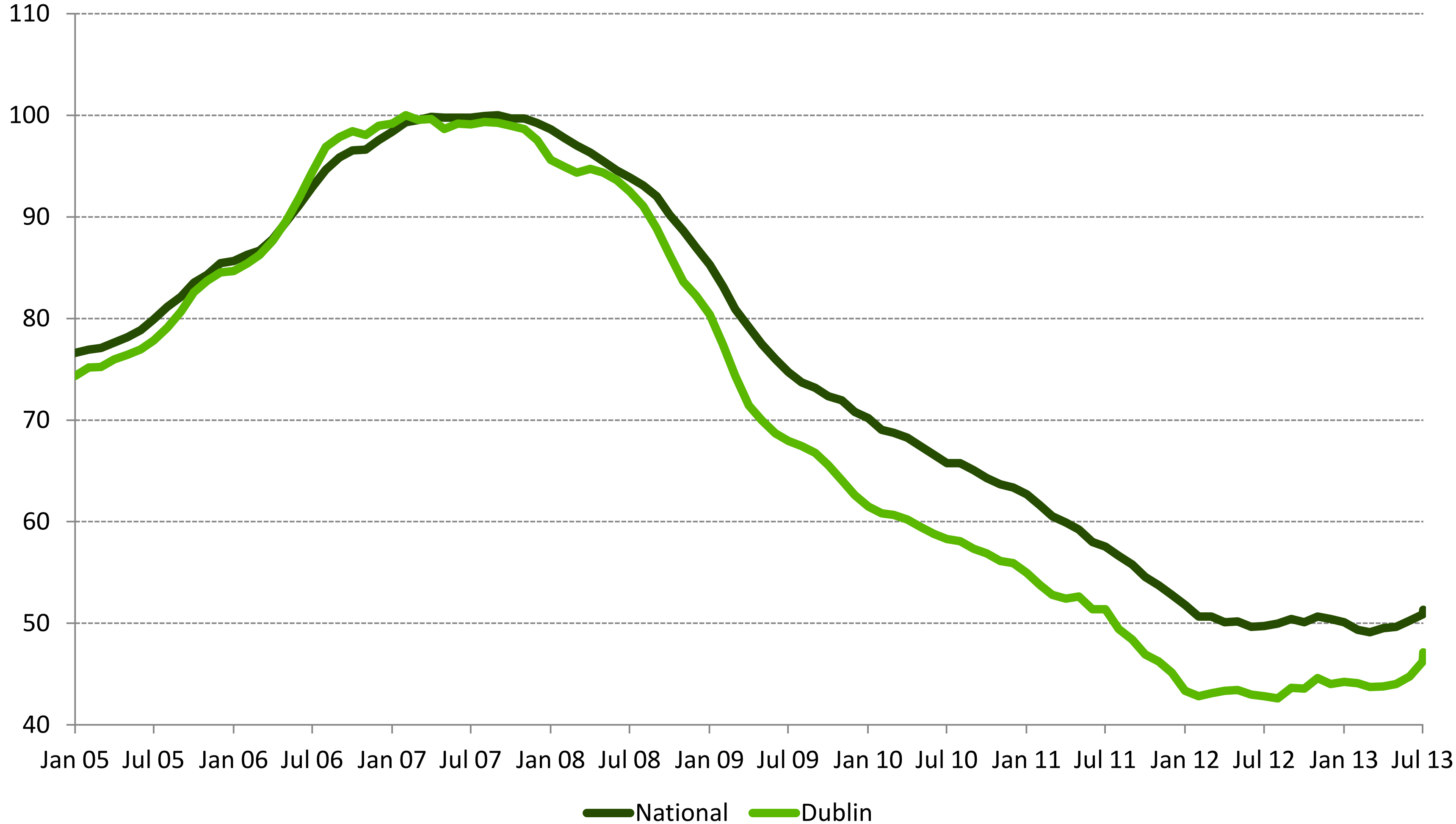
Signs of house price stabilisation have emerged since mid-2012, but risks remain; interest in Irish commercial property thanks to search for yield

Mortgage demand rising even after expiry of interest relief; banks appear to be easing credit standards



Source: ECB (Bank lending survey)

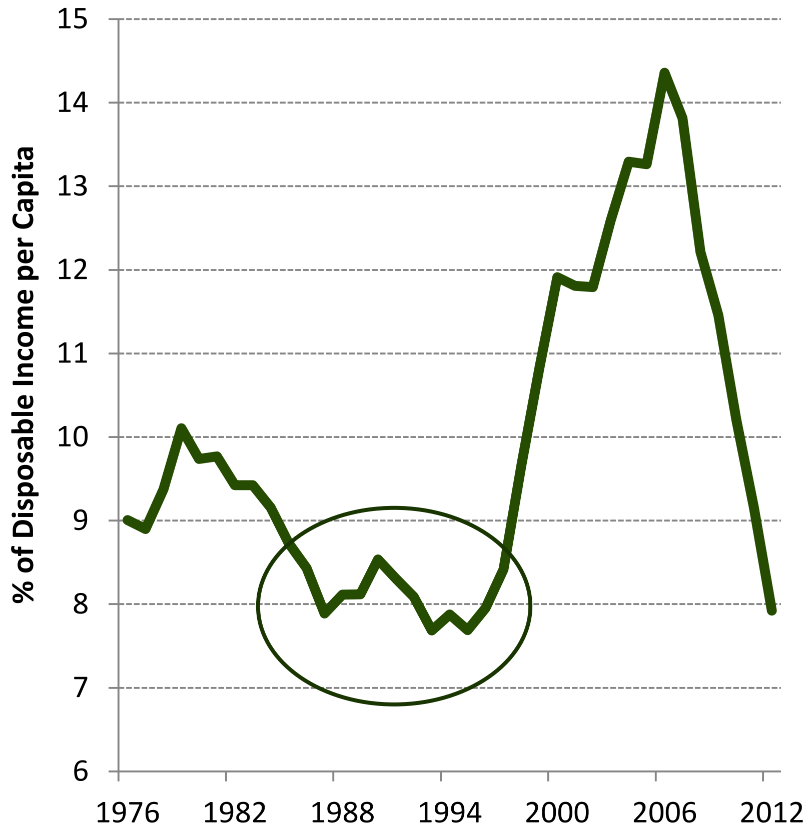
Residential prices rise for first time in five years, but risks remain (Base: Sep 2007 = 100)



Source: CSO

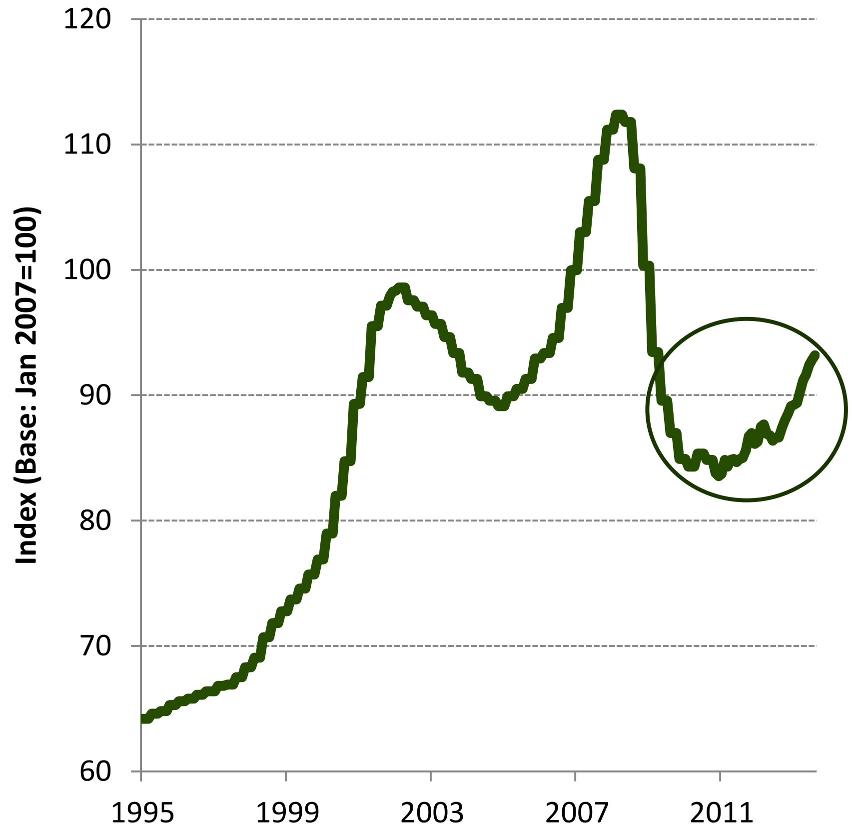
House prices near typical trough; rents rising

Valuations returns to 1980s levels as a share of disposable income per capita



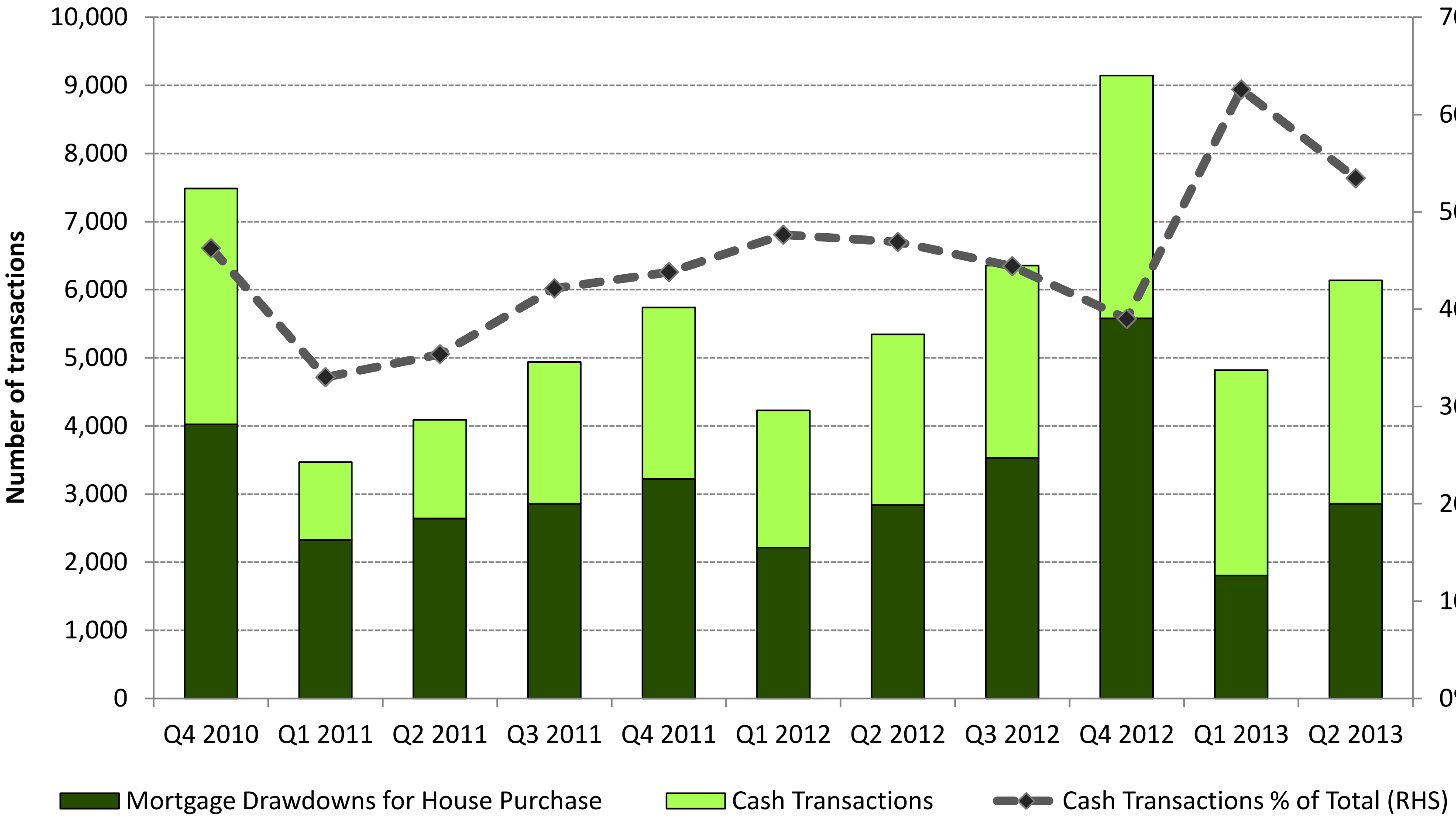
Source: CSO; NTMA

Rents have risen from a new lower level thanks to lack of supply (CPI sub index)



Source: CSO; NTMA

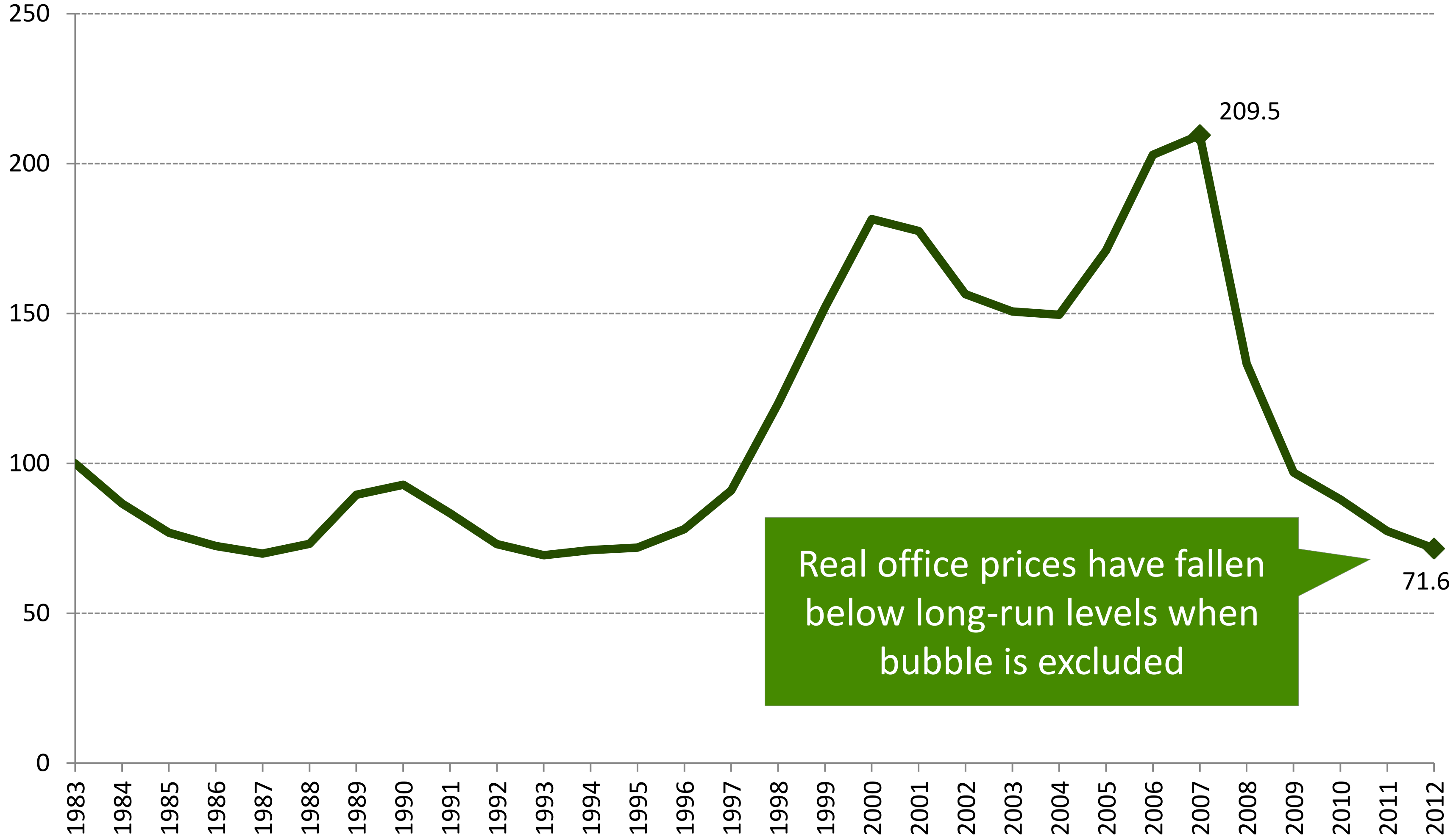
Residential market dominated by cash purchasers in first half of 2013



Sources: IBF; DoECLG; Property Services Regulatory Authority; NTMA

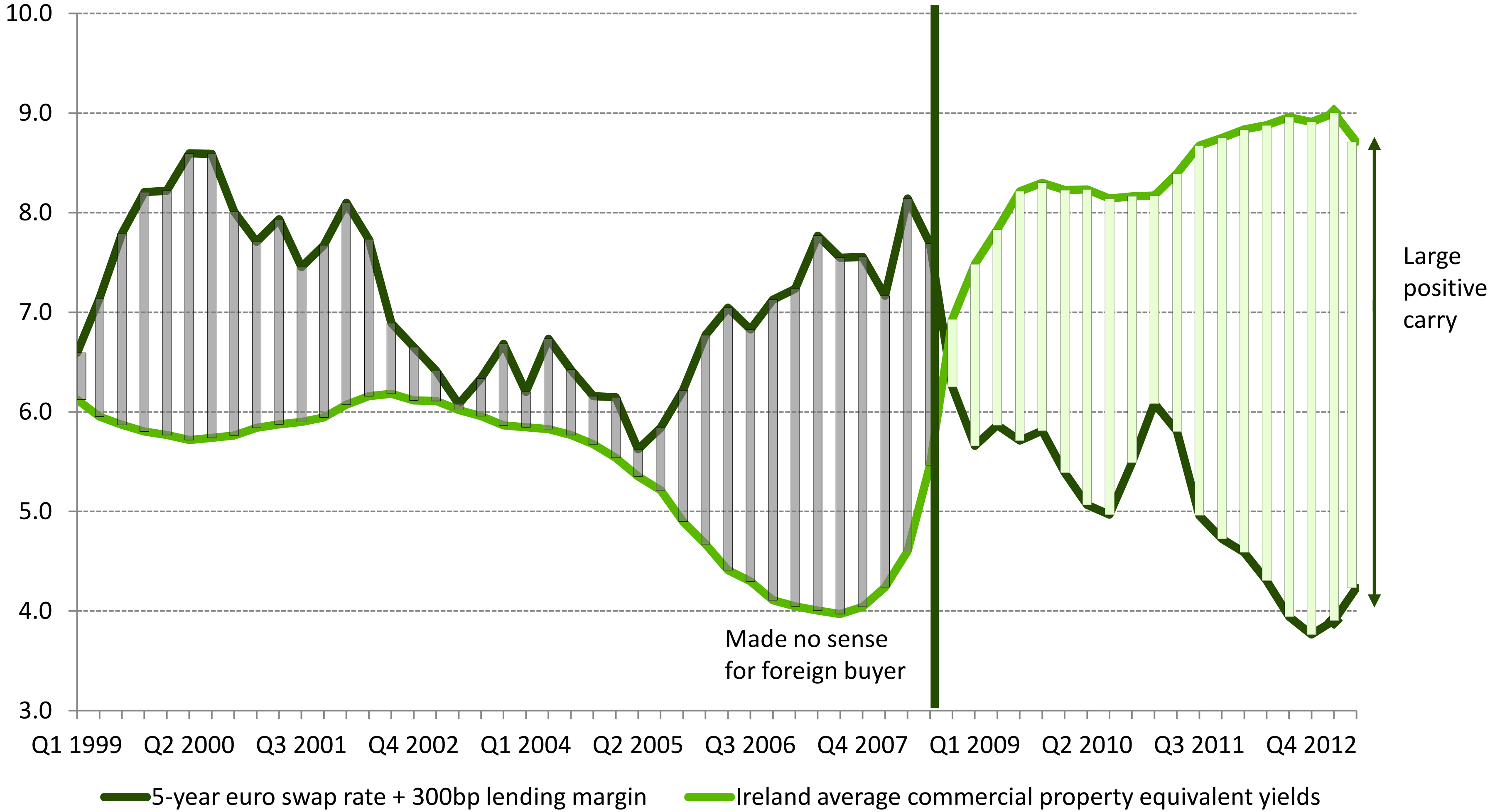
Note: Cash transactions are implied by difference between total transactions on property price register and IBF mortgage data

Real commercial property prices in 2012 were down almost 66 per cent from their peak (index 1983 = 100)



Source: IPD and NTMA

Foreign buyers now interested on valuation grounds



Source: IPD; NTMA

SECTION 5: NAMA

NAMA is profitable, generating a healthy cash flow and repaying its debt

NAMA: sustained progress in 2012 and 2013

- **NAMA's operating performance is strong**
  - Successfully acquired 12,000 loans (over 45,000 individual properties) related to **€73.8bn** par of loans of 800 debtors for **€31.8bn**
  - New organisation established from scratch (226 staff recruited with long standing experience in banking, asset management and property)
  - Since inception to date, over 28,000 credit decisions have been made. To date asset sales of **€9bn** have completed with further **€2bn active disposal pipeline** in progress
- **Senior debt redemption on track**
  - Paid down over **€6.25bn** of NAMA Senior Bonds (**21%** of the Agency's total senior debt liabilities) by June 2013
  - Current cash balances and liquid asset holding of €4.2bn (including CSA derivative collateral paid to the NTMA); €13.9bn in cash flows generated by NAMA since inception
  - Firmly **on target to have repaid €7.5 billion or 25% of debt by end-2013**

NAMA: financial summary
2011 and 2012 financial results (€m)

	2011	2012
Net interest income	771	894
Operating profit before impairment	1,278	826
Impairment charges	(1,267)	(518)
Profit before tax and dividends	11	308
Tax (charge)/credit and dividends	230	(80)
Profit for the year	241	228

Source: NAMA

- **NAMA continues to generate net profits after impairment charges**, despite unfavourable market movements
- 2012 Operating Profits of €826m (before an impairment charge of €518m)

NAMA: Distribution of larger debtors

Nominal Debt	Number of debtors	Average nominal debt per debtor €m	Total nominal debt in this category €m
In excess of €2,000m	3	2,758	8,275
Between €1,000 and €2,000m	9	1,549	13,945
Between €500m and €999m	17	674	11,454
Between €250m and €499m	34	347	11,796
Between €100m and €249m	82	152	12,496
Between €50m and €100m	99	68	6,752
Between €20m and €50m	226	32	7,180
Less than €20m	302	7	2,117
TOTAL	**772**	**96**	**74,015**

Source: NAMA

NAMA: Strategy is multi-faceted

- **Financing Strategy**
  - To date NAMA has approved advances of over €1.8bn in working and development capital, providing equity capital and credit facilities only where appropriate, to preserve and enhance value of assets securing Agency's loans
  - €1.4bn in advances drawn to date for range of projects across Agency's portfolio
- **Asset Disposal**
  - Orderly phased approach implemented to generate maximum return for taxpayer
  - Over €9bn in property and loan sales to date; currently 80% of disposal income generated in the UK
  - €1.5bn of assets on the market in Ireland through debtors and receivers
- **Recurring Income**
  - €4.5bn in non-disposal cash, mainly rental income; despite the sale of over €9bn of assets and loans

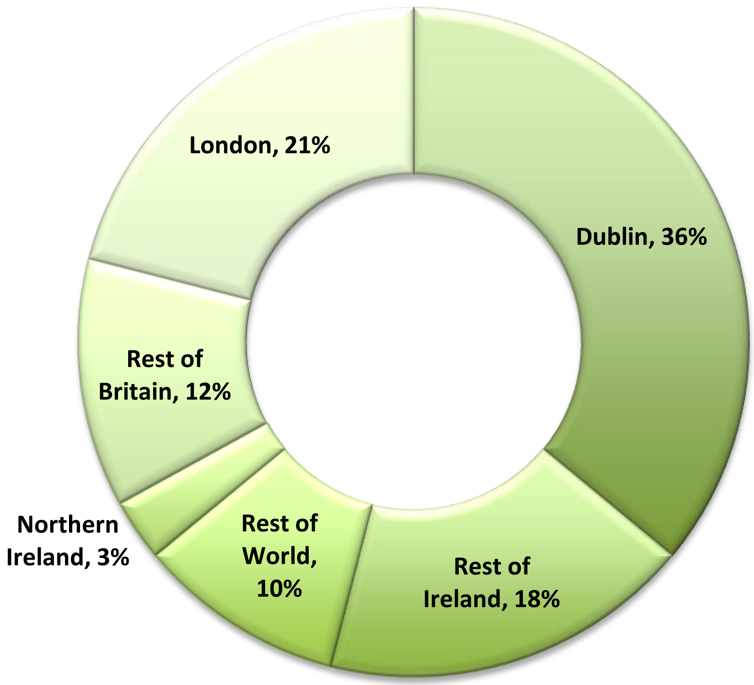
NAMA: Strategic initiatives

- **Vendor Finance:**
  - €360m approved to date. Offers medium-term finance to commercial buyers. First transaction in April 2012 (Offices in Dublin 2). Number of further significant transactions concluded, e.g. Edward Square, Galway; Project Aspen (sale of Irish loan portfolio with par value of €800m). Others under consideration, including IFSC properties. Intended to loan over €2bn to end-2016
- **Qualifying Investor Fund & REITs:**
  - NAMA welcomes establishment of Ireland's first REIT as means of adding liquidity to market
  - NAMA partnering with Oaktree in respect of a new QIF authorised by Central Bank of Ireland in July 2013 that combines the parties' respective ownership of land with a development potential of up to 50,000 sq. m in Dublin's south Docklands.
- **Social Housing:**
  - Offers long-term leasing options to local authorities. More than 4,200 properties identified. NAMA facilitates direct engagement between Local Authorities and debtors (or receivers)
- **Deferred Payment Initiative:**
  - Piloted in May 2012 for family homes in Greater Dublin & Cork. Second phase launched in Oct. 2012, third phase in March 2013 - offering is now close to 400 properties in 13 counties

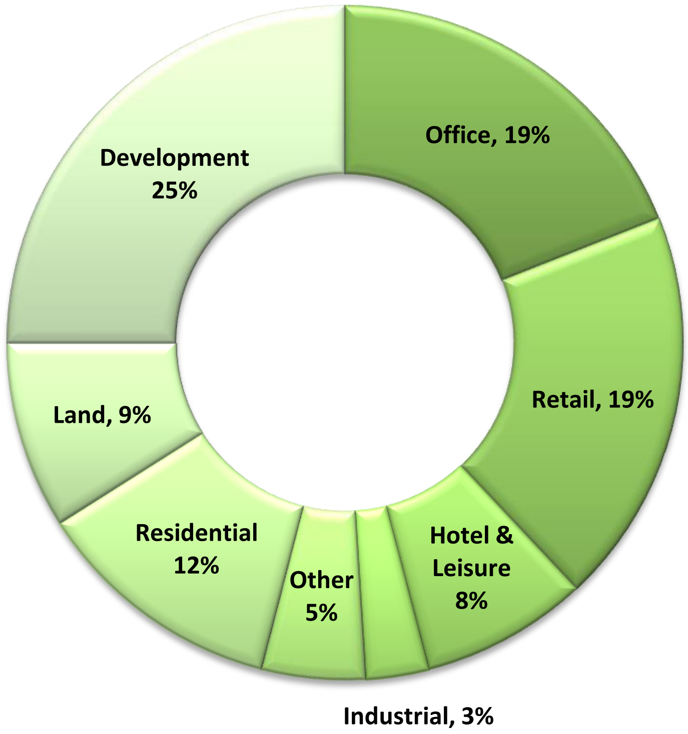
Breakdown of NAMA property portfolio, December 2012

- **10,000+ properties, 56,000 units**

Property portfolio by worldwide location

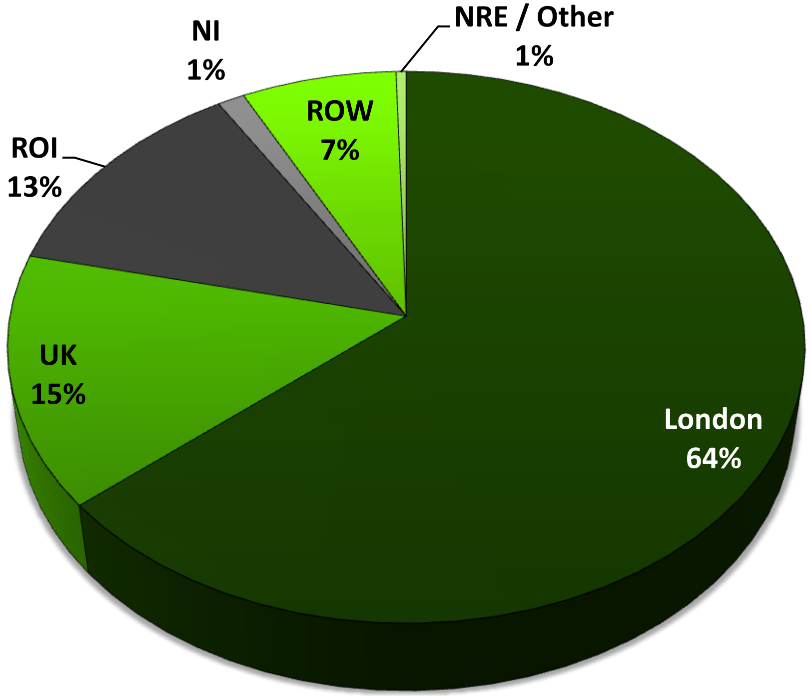


Property portfolio by underlying asset class



Source: NAMA

Asset disposals by location



- Main focus to date UK disposals due to liquidity etc.
- Increasing emphasis on Irish disposals in response to heightened international demand

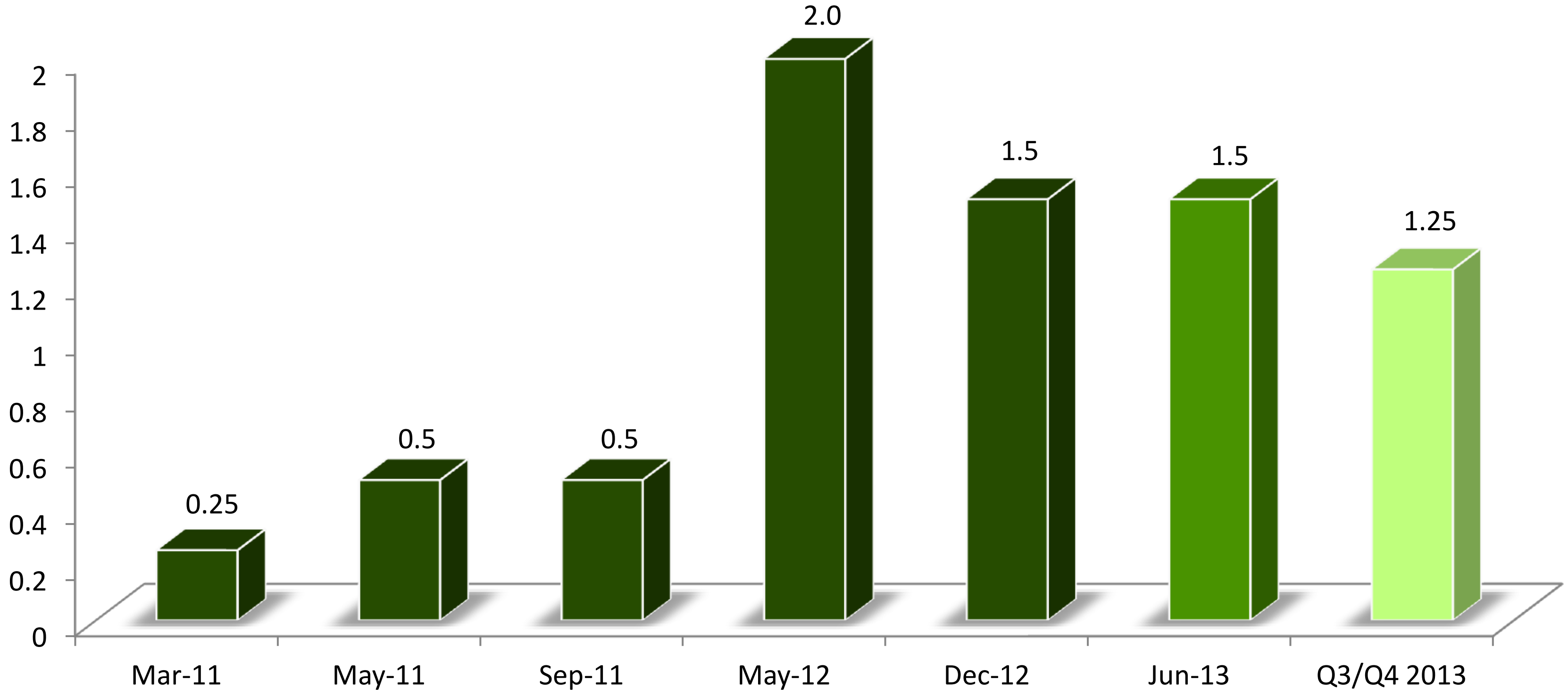
Location	%
London	64
Rest of UK	15
ROI	13
NI	1
ROW	7
NRE / Other	1
	100

Source: NAMA

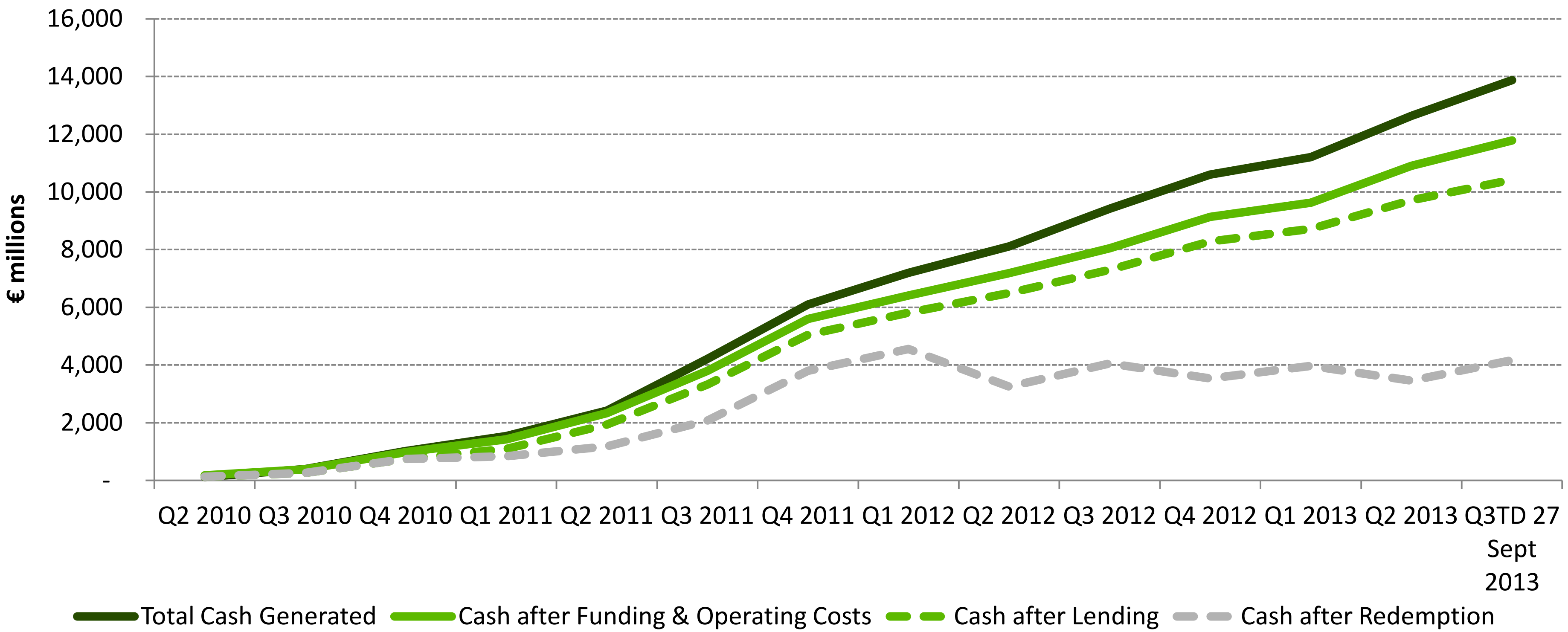
NAMA: Summary of bond repayments from inception

NAMA Senior Bonds

- June 2013: €1.5bn of NAMA senior bonds redeemed (cumulative €6.25bn)
- NAMA expects to redeem a further €750m shortly and will meet its first major debt repayment milestone, the repayment of €750m of senior bonds by end-2013.
- On course to meet target of redeeming €7.5bn of senior bonds by end-year
- All of €30.2bn in NAMA senior bonds expected to be redeemed by 2020



NAMA: Summary of cash flows from inception

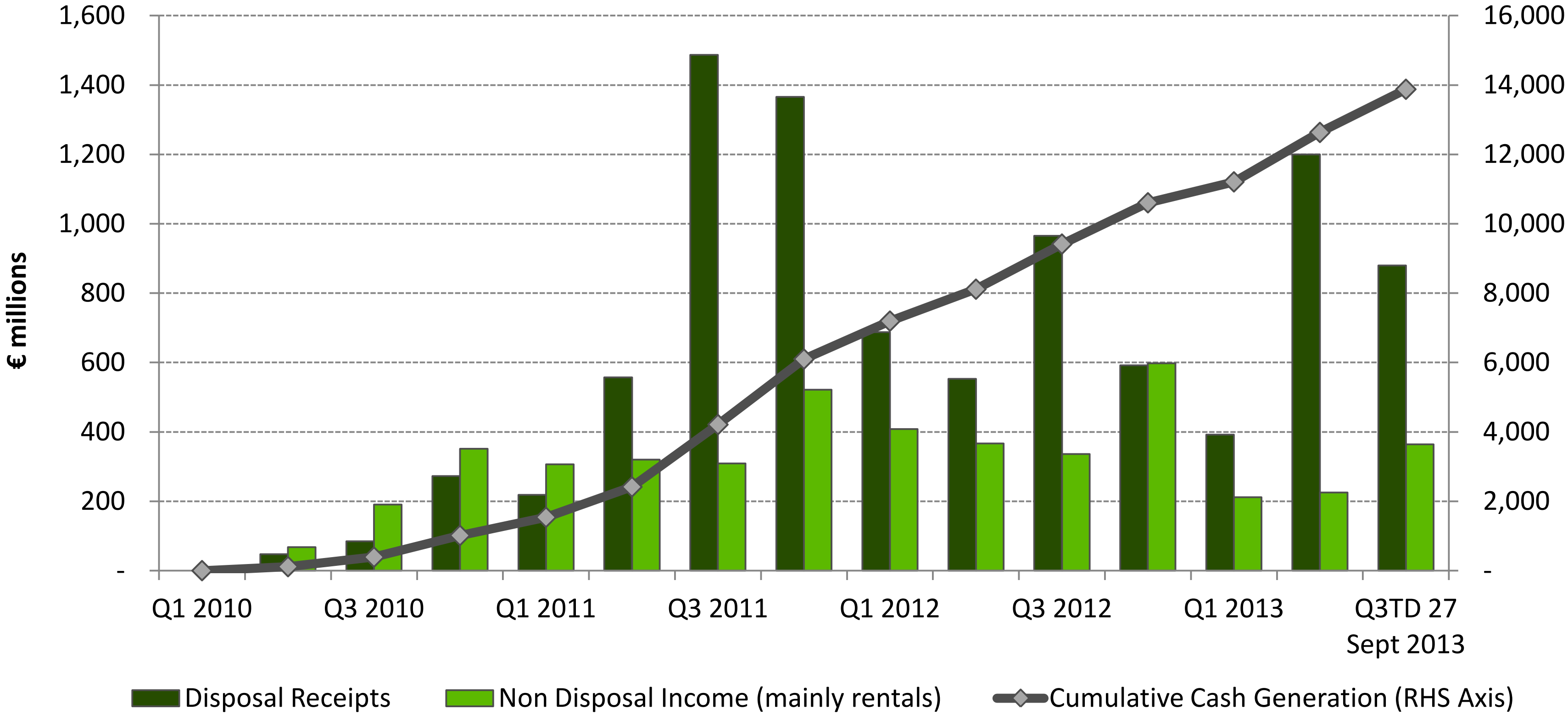


Source: NAMA

- **Total cash generated of €13.9bn from inception to date**

- Disposal proceeds €9.0bn as of August 2013
- NAMA senior debt redemptions of over €6.25bn by 27 Sept 2013
- Lending disbursement (new advances) of €1.4bn as of 27 Sept 2013
- Latest cash and equivalent balances of €4.2 (27 Sept 2013)
- *Note: NAMA expects to redeem a further €750m shortly and will meet its first major debt repayment milestone - the repayment of €750m of senior bonds - by end-2013.*

NAMA: cash received
disposal v. non-disposal income, to date 2013



Source: NAMA

- **Key feature is the level of non-disposal income**
  - Cash generation is very important to NAMA's future strategy

NAMA: favourable property market measures in Budget 2012

- **Budget 2012 contained a number of significant measures aimed at boosting the property market**
  - Helped to boost NAMA's book of loan assets, underpin collateral in the banking system and brought forward mortgage demand
- **Stamp duty on commercial property cut from 6% to 2%**
  - Now lower than the current UK rate. Should boost overseas demand
- **NAMA can directly approve rent reductions with tenants of commercial properties under its control**
  - Changes to upward-only rent legislation shelved
- **Incentive Scheme**
  - Property bought before the end of 2013 will be exempt from CGT on sale as long as it is held for at least seven years

NAMA: on track to achieve long-term objectives

- **NAMA set to meet short-term debt redemption targets (€7.5bn by Dec 2013)**
  - Vendor finance, deferred payments and social initiatives are building momentum and have been supplemented by other measures in 2013
  - Introduction of REIT legislation (launch of first REIT – Green - subsequently) and consideration of QIF options
  - €2bn of vendor finance available between 2013 and 2016 to support disposal activities. The majority of new equity is expected early in the period, i.e. 2013-14. The initiative will widen potential investor base, even if finance is not ultimately used, and can help overcome weak credit availability
  - NAMA to provide €2bn of development capital to projects in Ireland between 2013 and 2016 to support income generation
  - Strong recurring cash position, reflecting both location and quality of assets and NAMA's asset management approach

SECTION 6: BANKING*

Deleveraging plan well ahead of target and deposits have grown

* Some information in this section is provided by the banking unit of the Department of Finance

Gross cost to State of domestic bank recapitalisation

€ bn	AIB/EBS	BoI	IL&P	IBRC	Total	% of GDP**
Pre-PCAR 2011:						
Government Preference Shares (2009) –NPRF	3.5	3.5*			7.0	4%
Ordinary Share Capital (2009) – Exchequer				4.0	4.0	3%
Promissory Notes (2010)	0.3			30.6	30.9	20%
Special Investment Shares (2010) – Exchequer	0.6			0.1	0.7	0%
Ordinary Share Capital (2010) –NPRF	3.7				3.7	2%
Total pre-PCAR 2011	**8.1**	**3.5**		**34.7**	**46.3**	**30%**
PCAR 2011:						
Capital from Exchequer	3.9		2.7		6.6	4%
NPRF Capital	8.8	1.2			10.0	6%
Total PCAR 2011	**12.7**	**1.2**	**2.7**		**16.5**	**11%**
Purchase of Irish Life			1.3		1.3	
Total Recapitalisation from the State	**20.8**	**4.7**	**4.0**	**34.7**	**64.1**	**41%**
Source of Funds:						
Promissory Notes	0.3			30.6	30.9	20%
Exchequer	4.5		4.0	4.1	12.6	8%
NPRF	16.0	4.7			20.7	13%

Source: Department of Finance

**€1.7bn of BoI's government preference shares were converted into ordinary shares in May/June 2010 (€1.8bn government preference shares remain in existence).*
*** 2011 GDP*

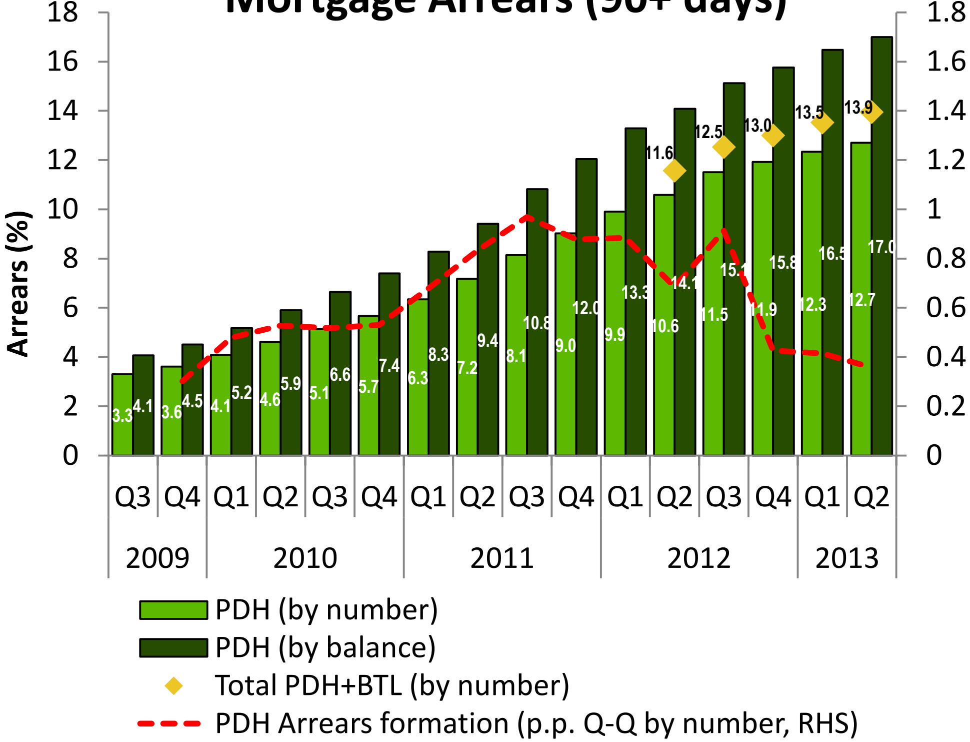
The third round of domestic bank recap by the State in 2011 (following earlier efforts in 2009 and 2010) was credible and fully transparent

The cost of bank recaps 2009-2011 amounted to c.41% of 2011 GDP;

As other European nations now face similar obstacles to Ireland, Europe is seeking alternative ways of breaking the sovereign-bank links

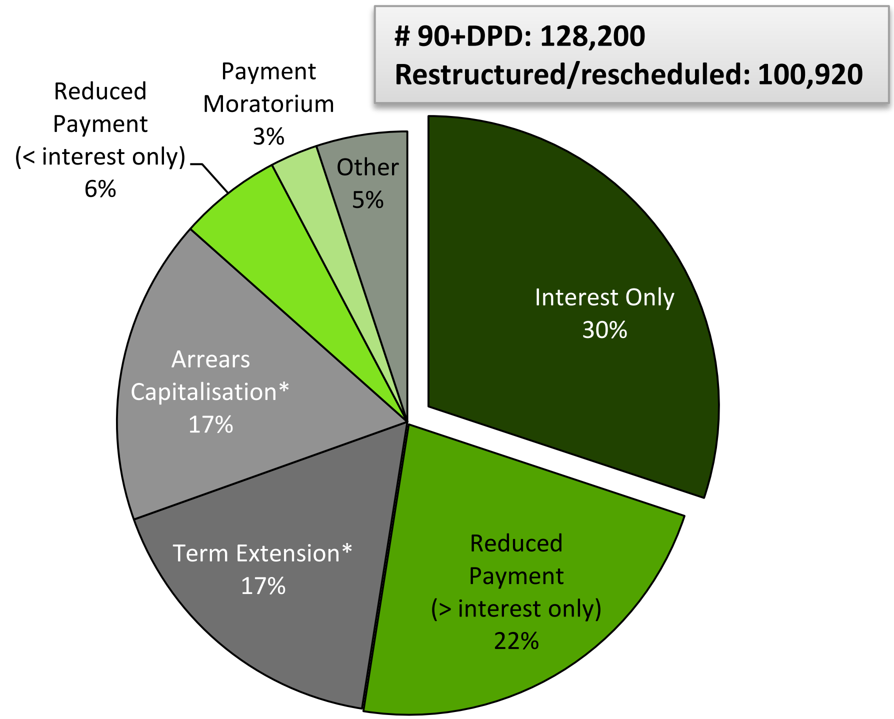
Irish residential mortgage arrears – still challenging

Mortgage Arrears (90+ days)



Source: Central Bank of Ireland (CBI)

Total Restructured/Rescheduled Cases



Source: CBI

- PDH mortgage arrears continue to rise, albeit at a slower pace with underlying numbers for early arrears also slowing. The smaller BTL market (c. 25% of total) shows relatively higher arrears
- Forbearance strategies to date have been largely short-term in nature, with a heavy reliance on interest-only restructurings - though some restructurings straddle several categories

* Only includes accounts with these restructurings and no other forbearance arrangement

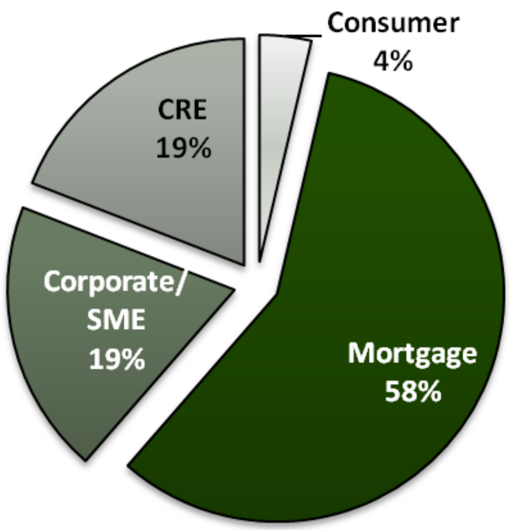
Asset quality reflects huge losses already recognised; Sovereign linkages are being slowly dismantled

Impaired loans and provisions at PCAR banks (group and 3 banks)

PCAR Banks (€bn)	Jun-12	Dec-12	Jun-13
Total Loans	235.7	224.7	214.1
Impaired	47.6	53.3	54.3
(Impaired as % of Total)	20.2%	23.7%	25.4%
Provisions	25.4	27.2	28.2
***(**Provisions as % of book)*	10.8%	12.1%	13.2%
(Provisions as % of Impaired)	53.3%	51.1%	51.9%

Impaired Loans % (Coverage %)[1] by Bank and Asset					
		Jun-12	Dec-12	Jun-13	*Book (€bn)[2]*
BOI	Irish Residential Mortgages	12.0 (42)	13.1 (40)	14.2 (44)	27.1
	UK Residential Mortgages	0.4 (120)	2.3 (22)	2.4 (25)	25.1
	Irish SMEs	22.7 (46)	26.5 (43)	26.5 (46)	10.9
	UK SMEs	17.5 (32)	17.9 (37)	19.5 (43)	3.3
	Corporate	10.8 (38)	10.1 (44)	13.5 (40)	8.3
	CRE - Investment	32.1 (32)	35.9 (35)	41.9 (35)	14.2
	CRE - Land/Development	88.1 (58)	89.5 (60)	93.6 (63)	3.2
	Consumer Loans	10.0 (82)	9.4 (85)	9.0 (88)	2.9
		14.7 (46)	**17.7 (43)**	**19.3 (44)**	**95.0**
AIB	Irish Residential Mortgages	17.4 (39)	19.9 (38)	21.8 (38)	38.8
	UK Residential Mortgages	n.a.	9.2 (67)	10.8 (53)	2.7
	Irish SMEs	36.5 (67)	35.4 (66)	34.9 (69)	11.1
	UK SMEs	20.0 (54)	10.4 (57)	9.2 (60)	3.0
	Corporate	9.2 (82)	15.6 (73)	13.7 (71)	4.5
	CRE	52.7 (63)	62.0 (59)	65.0 (60)	20.7
	Consumer Loans	28.0 (79)	30.5 (80)	32.6 (81)	4.4
		28.1 (58)	**32.7 (56)**	**34.3 (56)**	**85.3**
PTSB	Irish Residential Mortgages	16.2 (47)	19.6 (45)	21.7 (48)	24.2
	UK Residential Mortgages	2.6 (35)	1.7 (57)	1.4 (74)	6.9
	Commercial	40.7 (60)	49.7 (66)	57.3 (64)	2.2
	Consumer Loans	23.5 (104)	32.1 (105)	37.1 (107)	0.4
		15.1 (51)	**17.9 (51)**	**20.1 (53)**	**33.8**

Loan Asset Mix (PCAR banks)



Sources: Published bank accounts and Department of Finance (DoF)

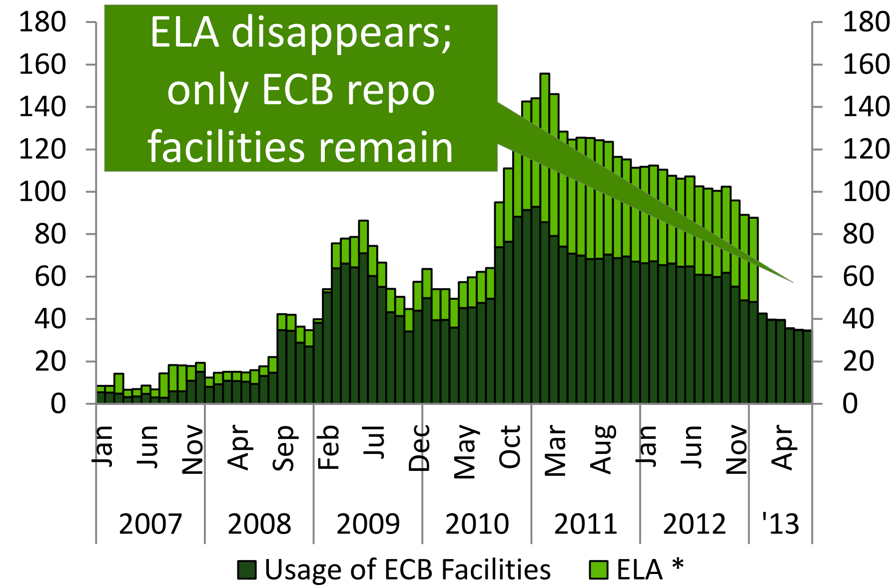
[1] Total impairment provisions are used for coverage ratios (in parentheses)
[2] Book value before impairment provisions as at June 2013

Bank deposits have stabilised; Drawings on ECB facilities reduced

Covered Banks' retail & corp. deposits

Source: CBI & DoF (excludes (i) NTMA pre-recapitalisation deposits, (ii) AIB Poland)

Covered Bank's ECB and ELA facilities (€bn)



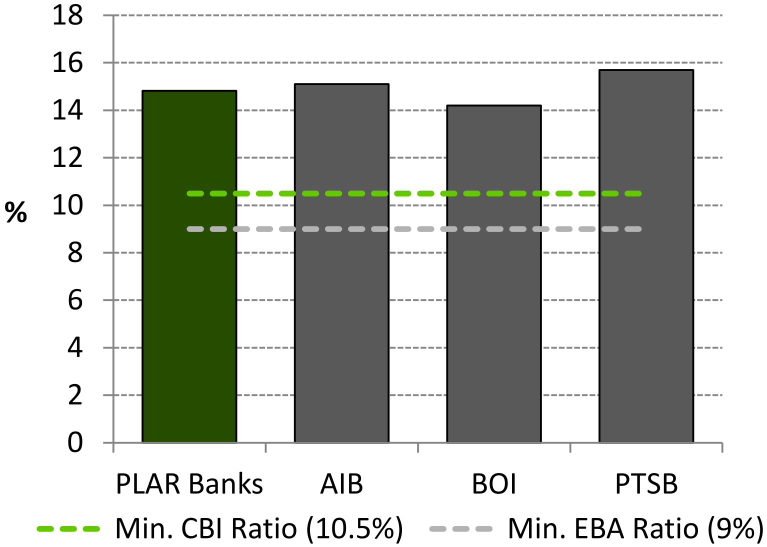
Source : CBI (* ELA proxied by sum of CBI's other claims on euro area credit institutions and other assets)

- As of end-July 2013 Covered Banks' deposits were up €13bn from their trough in Q3 2011
- ELG scheme ended for new liabilities Mar 2013 with no significant impact on deposit volumes
- All 3 Covered Banks returned to market funding: since Nov 2012, >€3bn raised in term repo markets via private placements; €3.5bn in secured covered bond market transactions; €250m in LT2 debt

- Irish-Headquartered Banks' usage of ECB repo facilities has fallen significantly: down to €34bn (August 2013) from peak of €93bn (Jan 2011)
- ECB repo usage now represents c.4.2% of total Eurosystem funding, down from a 2011 peak of c.18.8%

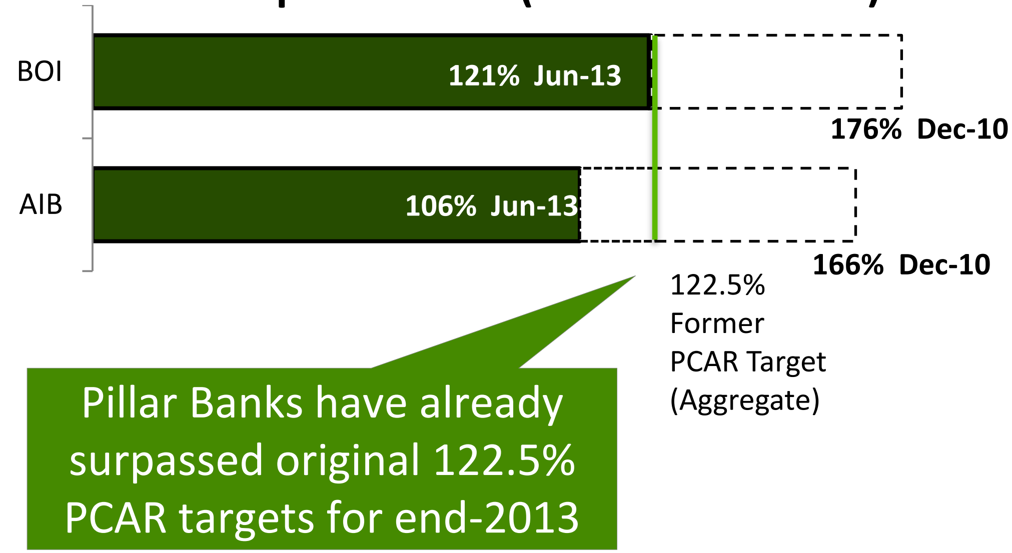
Capital and loan-to-deposit ratios strengthened

Core Tier 1 Capital Ratios (Jun 2013)



Source: Published bank accounts

Loan-to-Deposit Ratios (Dec-10 to Jun-13)

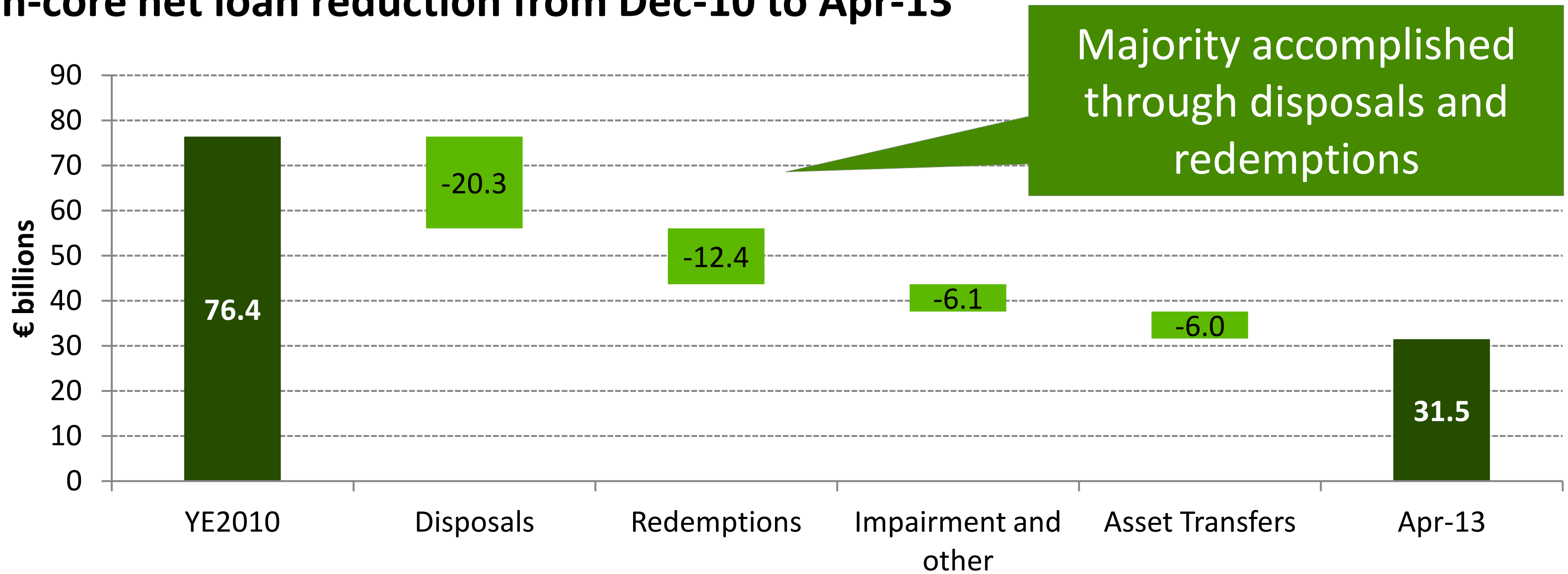


Source: Published bank accounts

- Core Tier 1 capital ratios at the PLAR banks remain well above minimum requirements and among best-capitalised in Europe, with significant buffers available for future losses
- Pillar bank LDRs have already surpassed former PCAR targets; a streamlined deleveraging framework removed LDR targets, thus minimising lending and deposit pricing distortions
- Deleveraging is now assessed based on the ‘existing nominal targets for disposal and run-off of non-core assets in line with the 2011 Financial Measures Programme while avoiding fire sales of assets’ (MEFP 4)

Deleveraging programme continues to progress

Non-core net loan reduction from Dec-10 to Apr-13

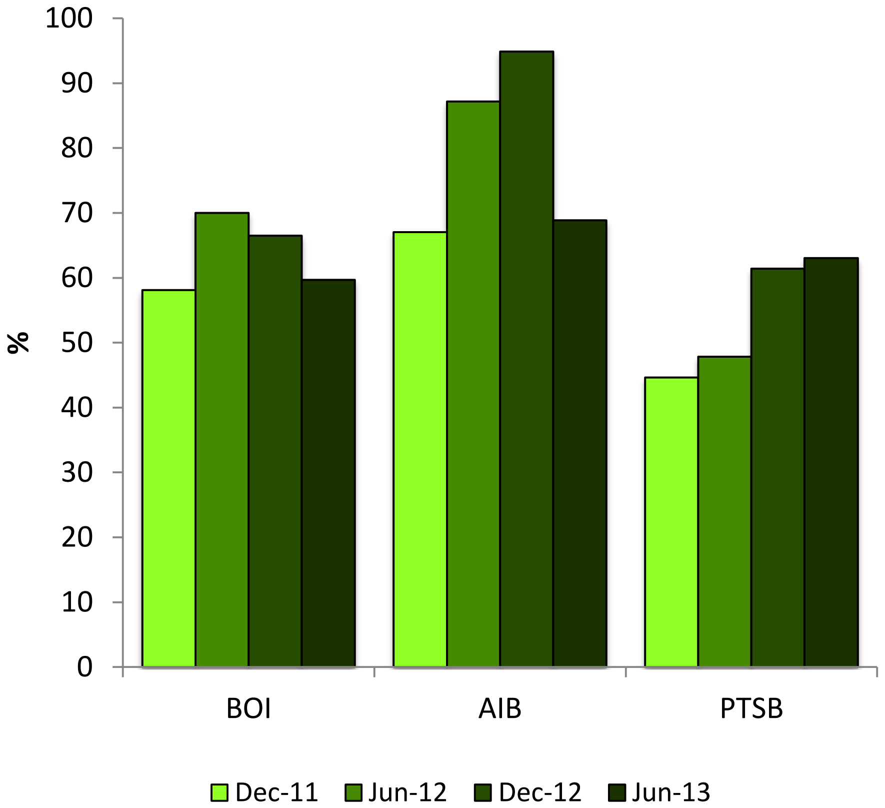


Source: Department of Finance

- **Cumulative deleveraging at AIB, BoI & Permanent TSB to from year-end 2010 to end-Apr 2013 of over €65bn, comprising almost €45bn of non-core net loan reduction**
- **AIB:** non-core deleveraging is now complete having achieved the Central Bank of Ireland's year end 2013 €20.5bn target
- **BOI:** has completed its disposal plan and the remaining deleveraging is on target and forecast to be achieved through rundown (rather than disposal) of non-core loan books
- **PTSB:** deleveraging programme postponed pending consideration of EC Restructuring Plan

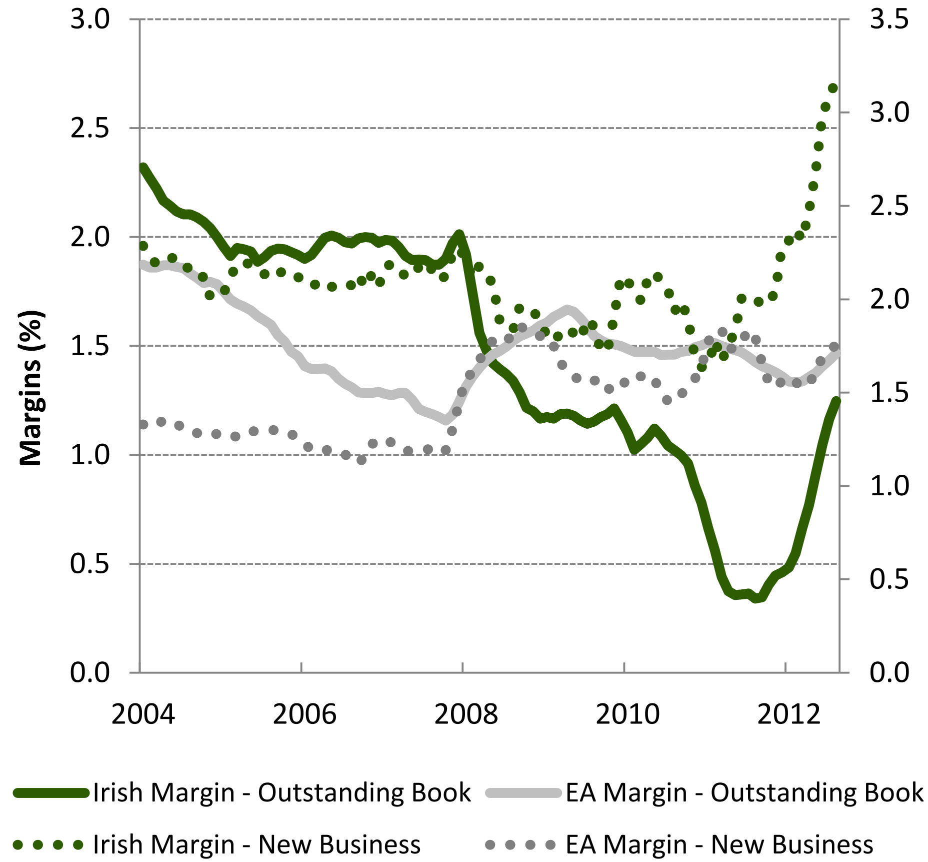
Profits are compressed; although net interest margins on new lending are more favourable

Income declines left efficiency ratios weakened (cost/income ratios less ELG fees)



Source: Annual reports of Irish domestic banks

More favourable margins on new lending are slowly feeding into total outstanding book



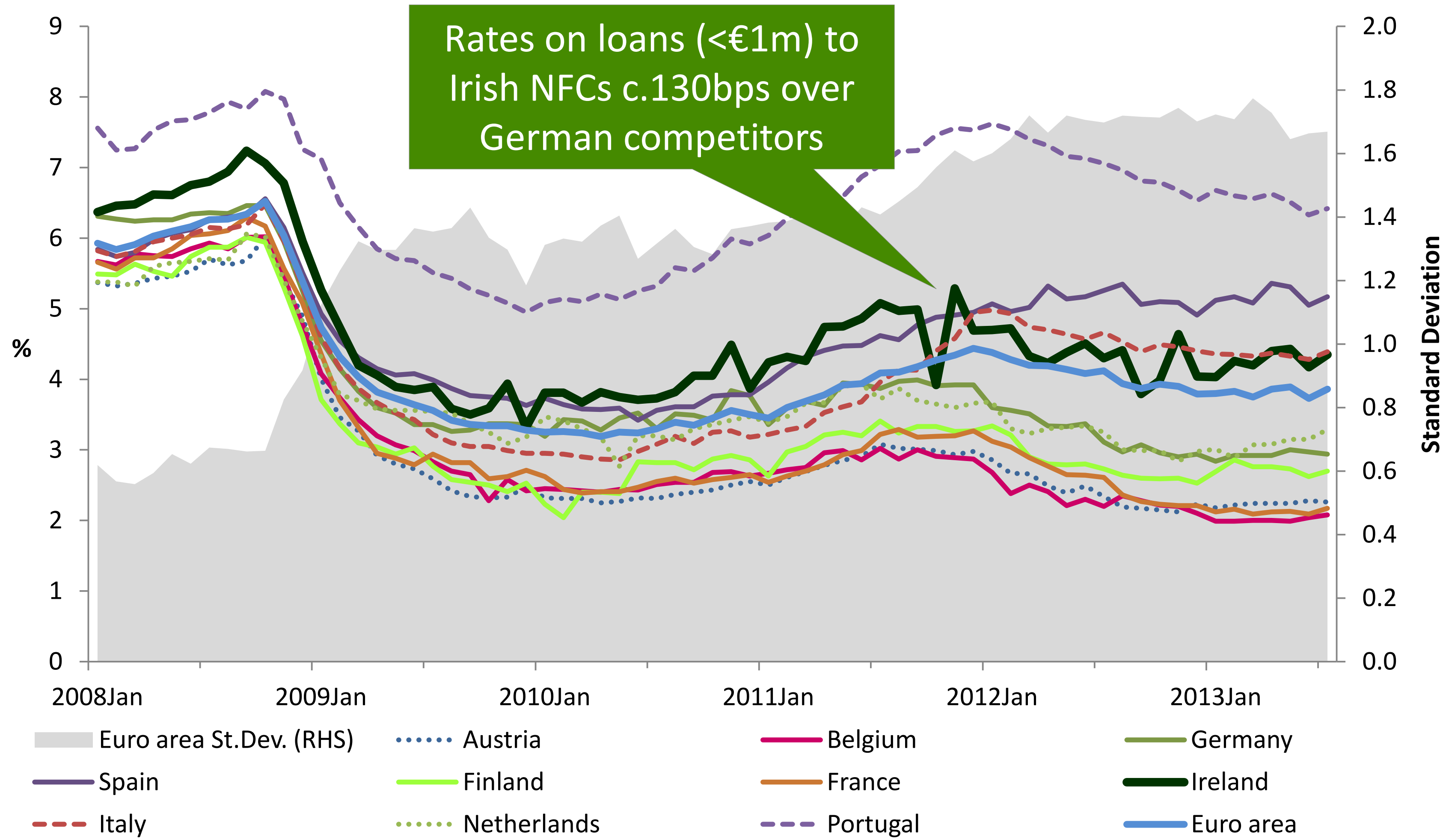
Source: ECB

Note: Margins are derived from interest margins on loans to NFCs and term deposits from NFCs (all agreed maturities). Loans exclude revolving loans and overdrafts, convenience and extended credit card debt.

SME credit and lending

- The SME sector (firms with <250 employees) accounts for approximately 69% of persons engaged, 99.8% of active enterprises and 52% of turnover
- The Credit Review Office reviews bank decisions to refuse/reduce/ withdraw credit facilities of €1,000 - €500,000. **Upheld appeals have resulted in €18.5m credit being made available to SMEs and farms, helping protect/create 1,521 jobs.**
- In 2013, the **NPRF introduced 3 new SME funds** to provide equity, credit and restructuring/recovery investment worth up to €850m with NPRF acting as a cornerstone investor alongside third-party investors.
- Range of additional funding supports include:
  - MicroFinance Fund - €40m available over 5 years
  - Loan Guarantee Scheme - €150m per annum over 3 years
  - Enterprise Ireland – upwards of €200m in 2013
  - European Investment Bank , European Investment Fund (€80m through AIB) and Silicon Valley Bank partnership with the NPRF ($100m over 5 years)

Latest ECB data show dispersion in SME interest rates persisting (New NFC loans <1yr, <€1m)



Source: ECB

Note: Based on work from a forthcoming paper by Holton S., M. Lawless and F. McCann (2013) as presented to the ESRI conference, 'SME Financing: Recent Trends and Policy Options', April 2013.

Mortgage arrears – policy responses

- **Engagement with the banks – Central Bank**
  - Lenders have submitted loan modification and resolution options
  - Ipsos MRBI engaged to conduct Household Income Survey
  - Debt resolution strategies in place:
    - Code of Conduct on Mortgage Arrears
    - Mortgage Arrears Resolution Process
    - Mortgage Arrears Resolution Targets
    - Pilot three month co-ordinated resolution approach for borrowers with multiple distressed secured/unsecured debts across various lenders
- **Mortgage to Rent Scheme – D/Environment**
  - Launched in June 2012
  - Involvement of 12 Approved Housing Bodies
  - Involves loss of ownership for those facing repossession by banks
  - Debtors become social housing tenants

…For more details on mortgage arrears policies, see Department of Finance Presentation Oct-12

Dealing with household debt – mortgage arrears resolution targets

- Central Bank has introduced strict quantitative targets for 'sustainable' resolution of distressed mortgages (PDH & BTLs > 90 days arrears)
  - **Target 1:** Sustainable proposals to be put in place (20% of distressed mortgages by end-June 2013 rising to 50% by end-year; 'vast majority' of cases by end-2014)
  - **Target 2:** Quarterly targets for conclusion of sustainable arrangements require banks to have concluded arrangements with 15% of 90day+ mortgage arrears customers by end-December 2013
  - **Target 3:** 75% of all concluded arrangements to have terms of agreements being met from Q1 2014
- Regulatory action considered for failure to meet targets, poor resolution strategies/implementation including additional capital requirements & more rigorous provisioning from January 2014
- Code of Conduct on Mortgage Arrears setting out how lenders engage with distressed borrowers has been revised to facilitate further resolution of arrears cases

Key Targets	2013 Q2	2013 Q3	2013 Q4	2014 Q1	2014 Q2	2014 Q3	2014 Q4
Proposed [Target 1]	20%	30%	50%	70%	*TBD*	*TBD*	*TBD*
Concluded [Target 2]	-	-	15%	25%	*TBD*	*TBD*	*TBD*
Terms being met [Target 3]	-	-	-	75%	75%	75%	75%

Main provisions of Personal Insolvency Act

Personal Insolvency Arrangement (PIA)

Insolvent Debtor
€20,000 - €3,000,000
Secured/ Unsecured (>6yrs)

Applies via personal insolvency practitioner to

Insolvency Service of Ireland

Approved

Debt settlement/restructuring mechanism provided. Family home protected, protected from action by all bound creditors & covered unsecured debts discharged after supervision period **if conditions met**

Not Approved

Exposed to creditor action and possible bankruptcy with discharge period of 3yrs

Alternative mechanisms:

Debt Settlement Arrangement (DSA)
>€20,000, Unsecured (>5yrs)
Debtor obliged to pay agreed amount for up to 5/6 years
Remainder of debts discharged at end of period

Debt Relief Notice
No income/assets
<€20,000, Unsecured
Write-off of qualifying debts subject to supervision period

- DSA process similar to PIA; both require approval of 65% of creditors (by value)
- Act enacted as of December 2012
- Insolvency Service of Ireland established in Q1 2013 & applications now being taken