



AIB Allied Irish Bank (GB)

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Allied Irish Bank (GB) doubles year-on-year lending

Allied Irish Bank (GB) has doubled its new lending in the financial year 2014, to just under £1.1bn from £527m in 2013. This growth in new lending also comes on the back of a return to profitability in AIB Group which posted a profit before tax of €1.1bn for the year ended December 2014.

AIB's business in Great Britain is a specialist business bank, primarily focused on Owner Managed Businesses, as well as an integrated corporate banking unit focussed on the mid corporate market. This year, the company celebrated 45 years operating in Britain and has built up a very strong customer franchise, based on award winning relationship banking and top quality service delivery.

Gerard O'Keeffe, Head of Allied Irish Bank (GB), said: "We are very happy with how our business is building in Great Britain. We are operating in a unique position for business banking between the challenger banks and the big four. We have adjusted our business to emphasise those strengths that our customers tell us are most valued. For example, we have significantly reduced the number of customers that each of our relationship managers deals with, to ensure they have the required time and space to deliver the "private banking for businesses" that Owner Managers need. It is an exciting time because our business has lots of room in the market to grow. The focus for this year will be to continue to ensure that our people are empowered to deliver excellence for our customers - when we do that, everything else falls into place around it."

ENDS

Notes to Editor

About Allied Irish Bank (GB)

Allied Irish Bank (GB) is a specialist business bank serving the needs of Owner Managed Businesses to provide real value to every one of our customers and to deliver the highest standard of service in banking and financial services.

Operating from 16 locations in major cities across Great Britain and employing over 600 staff, we offer the full range of business banking, corporate banking and international trade services as well as dedicated wealth management, personal banking and direct savings services.

Allied Irish Bank (GB) has been supporting businesses in Britain with true relationship driven service for over 40 years growing organically with more than half of our new business coming from Owner Managers recommending our service. The Bank was awarded 'Best Service from a Business Bank' at Business Moneyfacts Awards 2014.

For further information please visit business.aibgb.co.uk

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