



PRESS RELEASE

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Allied Irish Bank (GB) launches dedicated professional services team

Allied Irish Bank (GB) has appointed Sean Fallon, who previously managed the bank's Edinburgh business centre, to lead its new, specialist professional services team in Scotland and north east England.

The dedicated professional services team is a first for Allied Irish Bank (GB) in Scotland, and complements the existing specialist healthcare, leisure and hospitality and manufacturing teams.

Fallon, a chartered banker with 28 years' experience, will work with colleagues across the bank to target key client sectors.

The team will provide lending opportunities for solicitors, accountants, financial advisors, architects, surveyors and other professional service businesses. The team will also build Allied Irish Bank (GB)'s panel, seeking out the best professional partners to service the bank's client base.

Fallon said: "The strength of Allied Irish Bank (GB) is that, as a niche bank with a defined sectorial focus, we can develop tailored propositions that benefit our clients.

"We already have a number of professional services clients, including accountancy, legal and insolvency firms, and want to build on that base so we can look at strategic partnership opportunities.

"We have a wide client base in different sectors, but with small relationship management teams. This means we act as a barometer, with highly localised knowledge and the ability to respond rapidly to changes in the marketplace.

Fallon is based in Allied Irish Bank (GB)'s Glasgow office and works with clients across Scotland and the northeast of England. He is a committee member of the Irish Business Network in Scotland (IBNS).

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