

# ANNUAL RESULTS 2018

For The Year Ended 31 December 2018





# Forward Looking Statements

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This document contains forward-looking statements with respect to certain of the Permanent TSB Group Holdings plc's (the 'Bank') intentions, beliefs, current goals and expectations concerning, among other things, the Bank's operational results, financial condition, performance, liquidity, prospects, growth, strategies, the banking industry and future capital requirements.

The words "expect", "anticipate", "intend", "plan", "estimate", "aim", "forecast", "project", "target", "goal", "believe", "may", "could", "will", "seek", "would", "should", "continue", "assume" and similar expressions (or their negative) identify certain of these forward-looking statements but their absence does not mean that a statement is not forward looking. The forward-looking statements in this document are based on numerous assumptions regarding the Bank's present and future business strategies and the environment in which the Bank will operate in the future.

Forward-looking statements involve inherent known and unknown risks, uncertainties and contingencies because they relate to events and depend on circumstances that may or may not occur in the future and may cause the actual results, performance or achievements of the Bank to be materially different from those expressed or implied by such forward looking statements. Many of these risks and uncertainties relate to factors that are beyond the Bank's ability to control or estimate precisely, such as future global, national and regional economic conditions, levels of market interest rates, credit or other risks of lending and investment activities, competition and the behaviour of other market participants, the actions of regulators and other factors such as changes in the political, social and regulatory framework in which the Bank operates or in economic or technological trends or conditions.

Past performance should not be taken as an indication or guarantee of future results, and no representation or warranty, express or implied, is made regarding future performance. Nothing in this document should be considered to be a forecast of future profitability or financial position and none of the information in this document is intended to be a profit forecast or profit estimate.

The Bank expressly disclaims any obligation or undertaking to release any updates or revisions to these forward-looking statements to reflect any change in the Bank's expectations with regard thereto or any change in events, assumptions, conditions or circumstances on which any statement is based after the date of this document or to update or to keep current any other information contained in this document. Accordingly, undue reliance should not be placed on the forward-looking statements, which speak only as of the date of this document.

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# Agenda

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**2018 Progress**

**Jeremy Masding, CEO**

**03**

**2018 Financial Performance**

**Eamonn Crowley, CFO**

**11**





# Strong Business Growth And Balance Sheet Transformation

## 2018 Highlights

### Growth

- New Lending of €1.5bn, up over 40%
- Mortgage Market Share of 15.1%, up from 12.6% in FY17

### Profit

- Underlying Profit<sup>1</sup> of €94m increased by 45%

### NPLs

- c.70% reduction in NPLs, 1.7% Capital Accretion (on Fully Loaded basis)
- NPL Ratio of 10%, down from 26% in 2017

### Capital

- CET1 Ratio remains well above Management and Regulatory Minimum
  - Fully Loaded 14.0%<sup>2</sup> | Transitional 17.0%<sup>2</sup>

### Restructuring Plan

- The Bank has now successfully exited the 2015 EU Restructuring Plan

1. Underlying Profit = Profit Before Exceptional Items and Tax  
2. Post Glas completion and regulatory approval of capital treatment on Glenbeigh transaction





# Rebuilding Sustainable Profitability

## Financial Performance

Underlying Profit<sup>1</sup>

€94m

FY 17 €65m

Net Interest Margin

1.78%

FY 17 1.80%

Operating Expense<sup>2</sup>

€284m

FY 17 €285m

Impairment Charge

€17m

FY 17 €49m

Retail  
Deposits  
(including C/As)

€14.8bn

Dec 2017 €14.3bn

Performing  
Loan Book

€15.3bn

Dec 2017 €15.3bn

NPLs / NPL%

€1.7bn (10%)

Dec 2017 €5.3bn (26%)

CET1 Ratio  
(Fully Loaded)

14.0%<sup>3</sup>

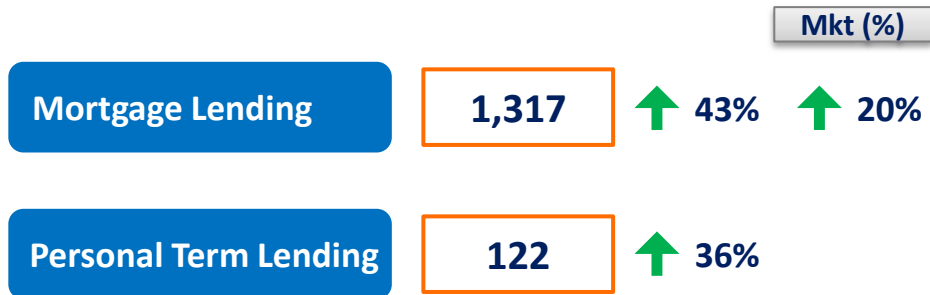
Dec 2017 15.0%

1. Underlying Profit = Profit Before Exceptional Items and Tax
2. Excluding Exceptional Items, Bank Levy and Regulatory Charges
3. Post Glas completion and regulatory approval of capital treatment on Glenbeigh transaction

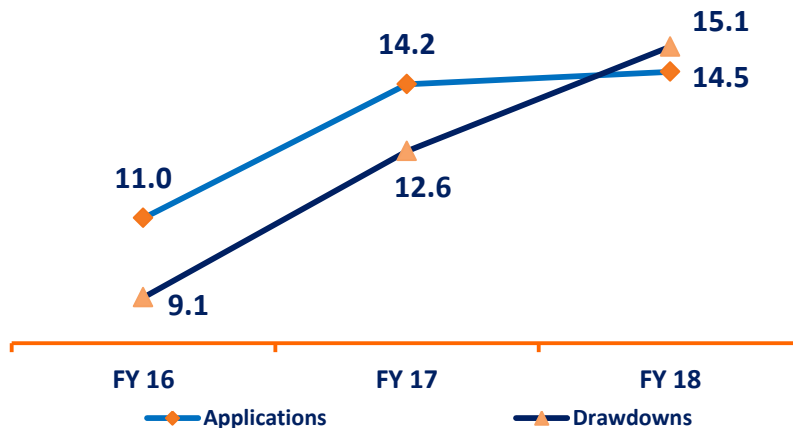


# > 40% Growth In Total New Lending

## Customer Lending €m



## Mortgage Market Share (%)<sup>1</sup>

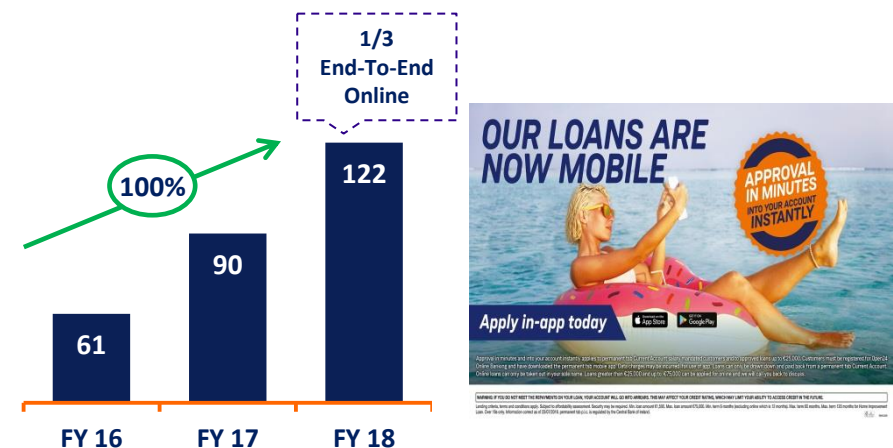


- Source: BPFi Data
- National Consumer Awards – Bonkers.ie

## Best First Time Buyer Mortgage<sup>2</sup> 2018 & 2019



## New Personal Term Lending





# Positive Momentum In Customer & Channel Activity

## Customer Base & Loyalty

Engaged Customers<sup>1</sup>

+13%

2015 2016 2017 2018

😊 % – 😞 % = NPS<sup>2</sup>

2<sup>nd</sup> in the Market

Active Mobile Customers

+12% yoy

2015 2016 2017 2018

## Customer Activity

New-To-Bank Mortgage Customers

30%

Of New Business

Payment Card Transactions

+14% yoy

Digital Activity

+38%

Year on Year

## Branch & Intermediaries

- Enhanced Digital capabilities
- Upgraded flagship location in Grafton Street
- Invested in a new Branch in Drogheda and a new cashless Branch in Santry
- Continued strengthening of relationship with Intermediaries



## Direct Banking

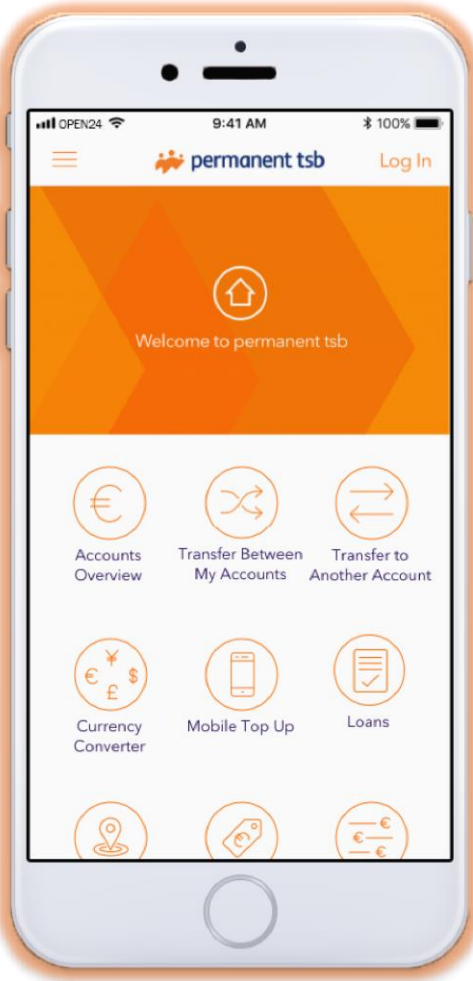
- Email, SMS & Web Chat Communication Channels introduced
- 13% reduction in inbound calls as customers migrate to self-serve channels
- Enhanced Digital Offering



1. Engaged Customers refer to customers who are actively using PTSB as their main bank (13% increase between 2015 & 2018).  
 2. Recommendation Net Promoter Score (NPS) – it is an index ranging from -100 to 100 measuring the willingness of customers to recommend a company's products or services to others based on the Red C research report commissioned by the Bank, December 2018.



# Enhanced Digital Offering



**Web Users** – 460K customers using the Web in 2018

**460K**



**App Users** – 250K customers using the App in 2018

**250K**



**Personal Loans In App** - Twice as many applications (> 10K) through the App versus the Desk Top since launch (Aug 2018)

**>10K**



**Real-Time Online Mortgage Appointments**  
2.7K since launch (Oct 18)

**2.7K**



**Travel Note** – 128K since launch, providing additional security for our customers while travelling

**128K**



**Web Chat** – Providing ease of contact for our customers







# Digital Transformation – A Key Growth Lever

Transforming How We Do Business, IT Platforms And The Customer Journey

## Ways Of Working



- Simplify our Processes
- Enable with Technology
- Balance Agility with Stability
- Partnering Opportunities

## Technology



- Renovation of Legacy Systems
- Real Time Straight Through Processing
- Leverage Data Analytics
- Fin Tech Partnerships

## Customer Experience



- Omni-Channel Journey
- Improved Customer Satisfaction & Loyalty
- Enhanced Product Offerings
- Right Customer Outcomes

3 Year Programme

Manageable Investment

Growth And Efficiency





# Rebuilding Permanent TSB

## 2011 – 2018 Transformation Journey

	€bn / %	Year	2018
• LDR	227%	2011	93%
• System Funding	€19.5bn / 39%	2011	Zero
• Total New Lending	€0.1bn	2012	> €1.5 bn
• Mortgage Market Share	c. 2%	2012	>15%
• Financial Loss / Profit	Loss €1bn	2012	Profit €94m
• NIM	0.72%	2013	1.78%
• NPL	€8.6bn / 28%	2013	€1.7bn / 10%
• Perf Loans Not Paying Full C&I	42%	2013	18%
• Capital	11.3%	2013	14.0%
• EU Restructuring Plan	Entered	2015	Exited



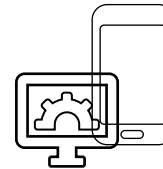
# Significant Progress Against Performance Priorities

## 2018 Summary

- **43% New Lending Growth**
- **Mortgage Market Share 15.1%**
- **Material Reduction in NPLs**
- **Capital Well Above Management And Regulatory Requirements**
- **2015 EU Restructuring Plan Exited**

## 2019 Performance Priorities

**Drive Digital Transformation**



**Improve Sustainable Profitability**



**Commit To Right Customer Outcomes**



**Lower Risk And Protect Capital**



**Develop High Performance Culture**





# Financial Performance

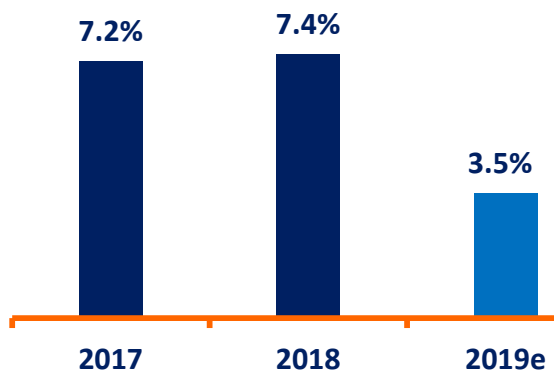
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**Eamonn Crowley**  
*CFO*

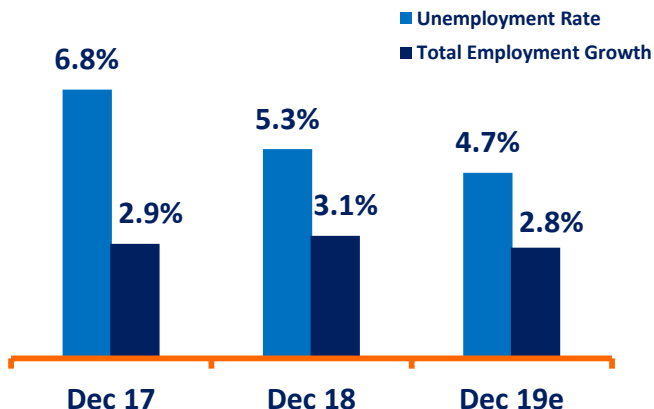


# Growth In Economy Supported By Housing Market

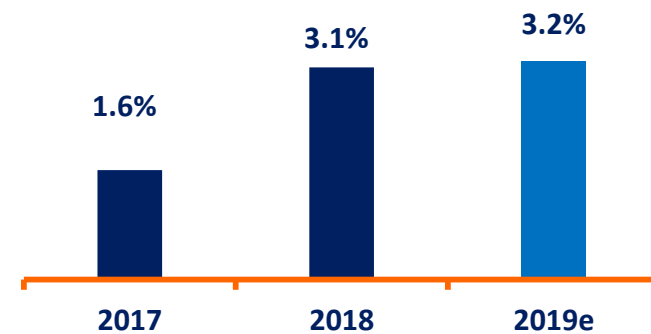
## Domestic GDP



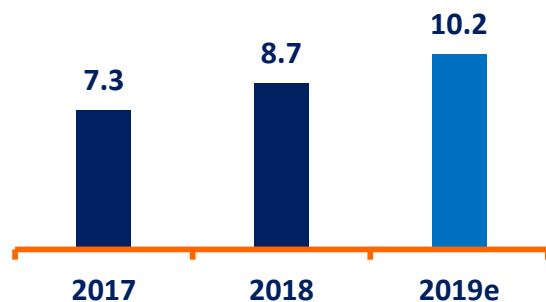
## Labour Market



## Real Consumer Spending Growth



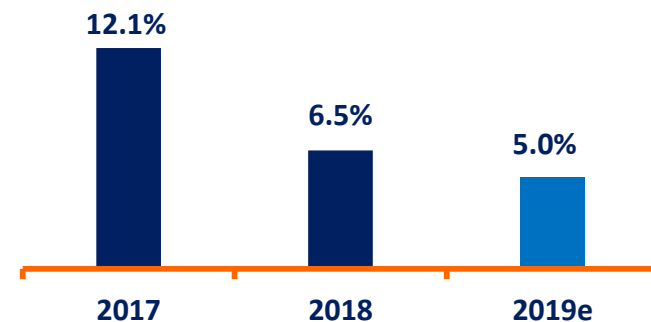
## Mortgage Market (€bn)



## Housing Completions (000s)



## House Price Growth



# 45% Increase In Underlying Profit

## Income Statement

	FY 18 €m	FY 17 €m	YoY %
<b>NII (After ELG Fees)</b>	<b>379</b>	<b>405</b>	<b>-6%</b>
Fees & Commissions	39	39	-
Net Other Income	24	(1)	-
<b>Operating Income</b>	<b>442</b>	<b>443</b>	<b>-</b>
Operating Expenses	(284)	(285)	-
Regulatory Charges	(47)	(44)	-
<b>Pre-Impairment Profit</b>	<b>111</b>	<b>114</b>	<b>-3%</b>
Impairment Charge	(17)	(49)	-65%
<b>Profit Before Exceptional Items &amp; Tax</b>	<b>94</b>	<b>65</b>	<b>+45%</b>
Exceptional Items (Net)	(91)	(13) <sup>1</sup>	
<b>Profit Before Tax</b>	<b>3</b>	<b>52</b>	

## FY 18 Vs FY 17

- 6% reduction in NII due to lower income from NPLs and Treasury Assets offset by lower funding costs
- Underlying F&C income broadly flat
- Net Other Income primarily includes:
  - Gain on the closure of legacy treasury structure of €10m and sale of Treasury Assets of €15m
- Operating Expenses remain in line with prior year
- IFRS 9 Impairment Charge in line with Management expectation
- Exceptional Items primarily relate to:
  - NPL deleveraging costs of €66m
  - Provision relating to Tracker Mortgage examination programme of €20m
  - Restructuring and Other Costs €5m

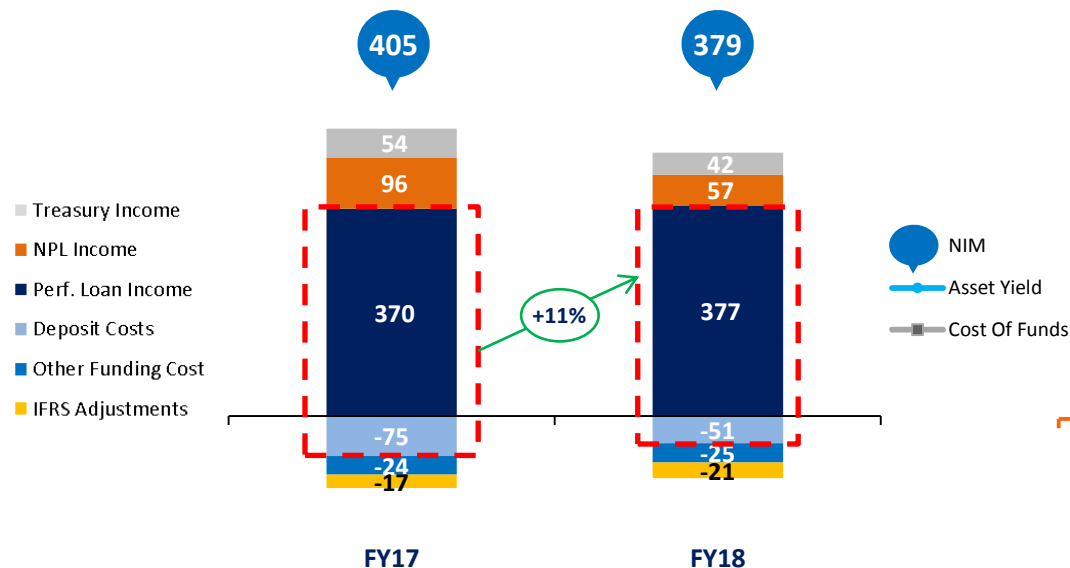
1. FY17 Exceptional Costs represent Restructuring Costs.



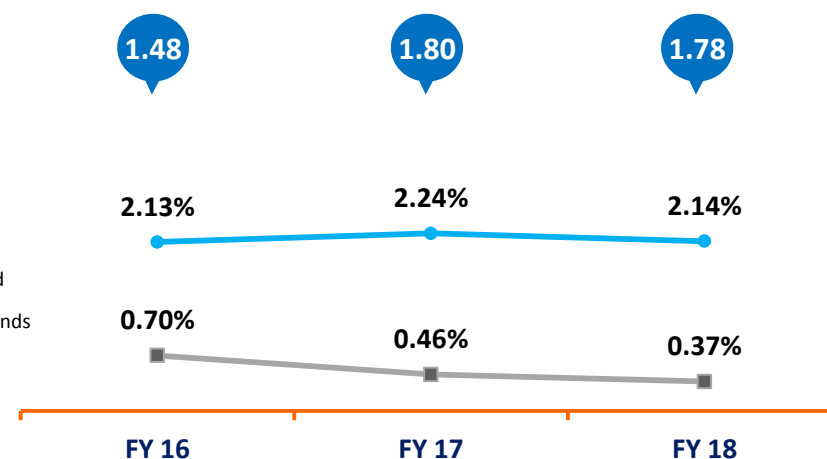


# 11% YoY Growth in Net Lending Income<sup>1</sup>

Net Interest Income<sup>1</sup> (€m)



Net Interest Margin (%)



- Performing Loan Income Growth
- Lower NPL income due to reduction in NPLs

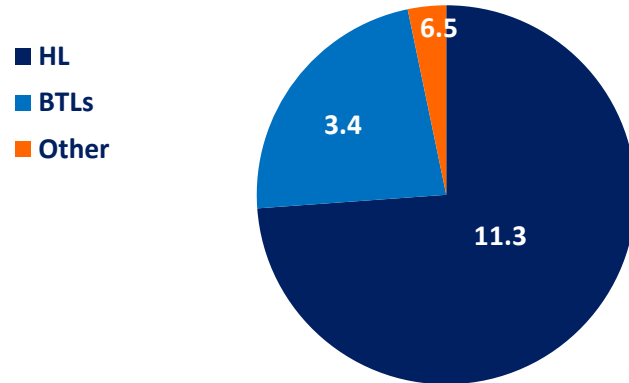
- Lower Cost of Funds primarily through continued active management of Deposit Costs
- Reduction in Asset Yield due to maturities of high yielding legacy Treasury Assets
- NIM trajectory expected to remain stable in 2019
- Remain highly geared to an upward yield curve shift – 50bps equates to c.€40m increase in NII

1. Performing Loan Income – Deposit Cost  
 2. Net Interest Income in 2017 includes €2 million ELG fees

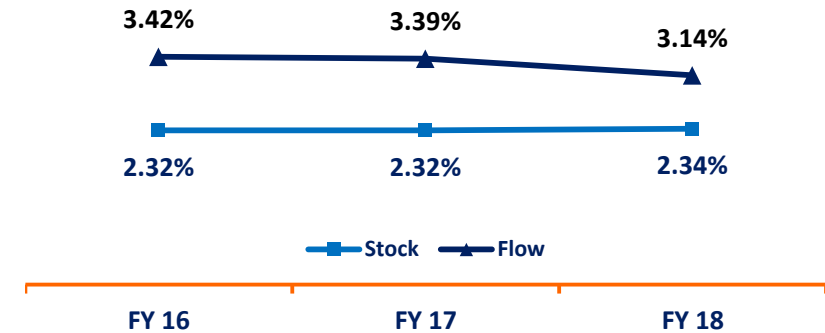


# Performing Loan Book Broadly Flat - Modest Growth in H2

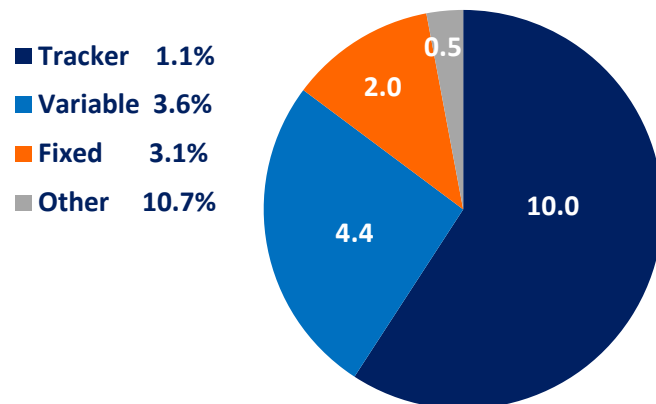
## Total Performing Loan Book (€15.3bn)



## Performing Loan Yield (Mortgages Only)



## Total Loan Book And Yield (€16.9bn)



- Performing Loan Book of €15.3bn
- Performing Mortgage Book of €14.7bn
  - New lending of €1.5bn – modest growth in H2
  - Strong growth in new lending – Mortgage Market Share of 15.1%
  - 82% of the Mortgage Book paying Capital and Interest
  - 65% on Tracker Rate yielding 1.1%
- New Lending rate continues to be higher than overall Back Book



# Strong Focus On Cost Management Allowing For Investment

## Operating Expenses (€m)

€m	FY 18	FY 17	YoY %
Staff Costs	148	146	1%
Other Costs	112	118	-5%
Depreciation & Amortisation	24	21	14%
Operating Expenses	284	285	-
Regulatory Charges	47	44	7%
Total Operating Expenses	331	329	-

Average No. Staff	2,418	2,447	-1%
Cost Income Ratio <sup>1</sup>	64%	64%	

### Outlook:

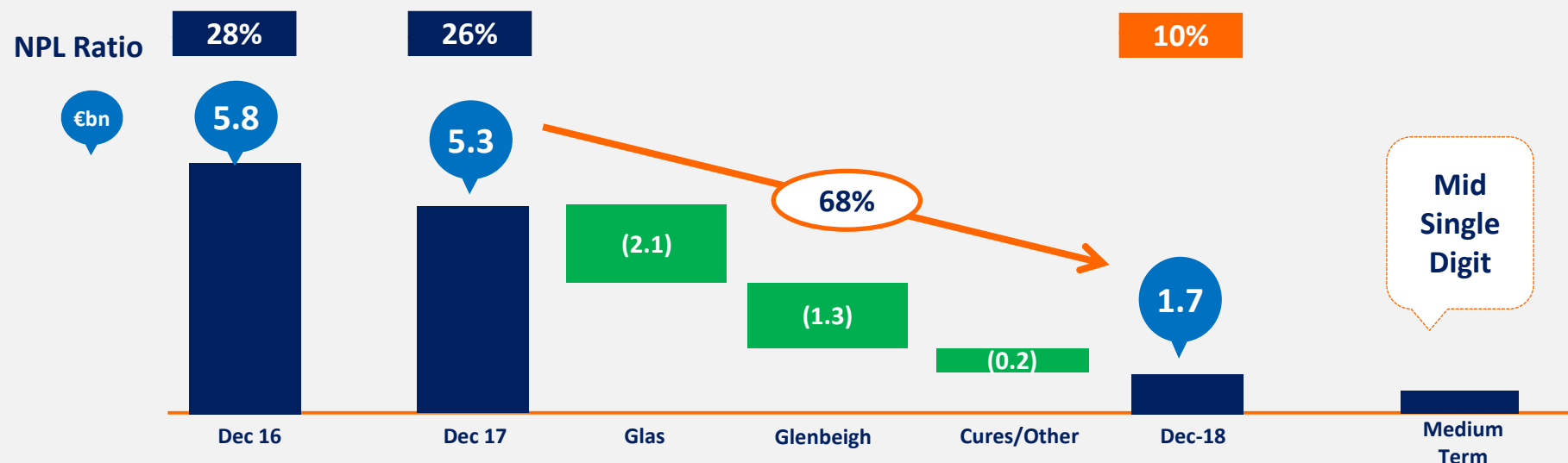
- Multi-Year Digital Transformation Programme planned over the Medium Term, approximately €100m Investment over 4 years
- Operating Expenses expected to remain flat over the Medium Term as investment is funded from within the Bank's cost base

- Total Staff costs of €148m, broadly in line with prior year
  - Increase from Pay & Reward framework partly offset by lower average staff numbers
  - 2018 Bank-wide Voluntary Severance Scheme will result in underlying savings of c.€15m from 2020
- Other Costs of €112m, 5% lower YoY, mainly driven by
  - Underlying cost savings of €25m in 2018 through simplifying processes and efficiency improvements
  - Partly offset by investment in Digital transformation, Robotics, PSD2 and Data management
- Depreciation & Amortisation of €24m, an increase of €3m (14%) YoY, due to capital investment in technology

1. Operating Expenses (excl. Regulatory Costs and Exceptional Items) divided by Total Operating Income



# NPL Ratio Of 10% - On Track To Meet Mid-Single Digit



## Asset Quality / Coverage

Category	Balance (€bn)	ECL (€bn)	Coverage (%)
Stage 1 / 2	15.22	0.45	3%
Stage 3	1.73	0.64	37%
Total	16.95	1.09	6%

NPLs of €1.7bn at Dec 18, a reduction of 68% year-on-year, adding 1.7% to CET1 Ratio (Fully Loaded)

- Glas Launched July 18, Completed Feb 19
- Glenbeigh Completed Dec 18
- All-in cost of deleveraging of €66m

Asset Quality Coverage remains appropriate

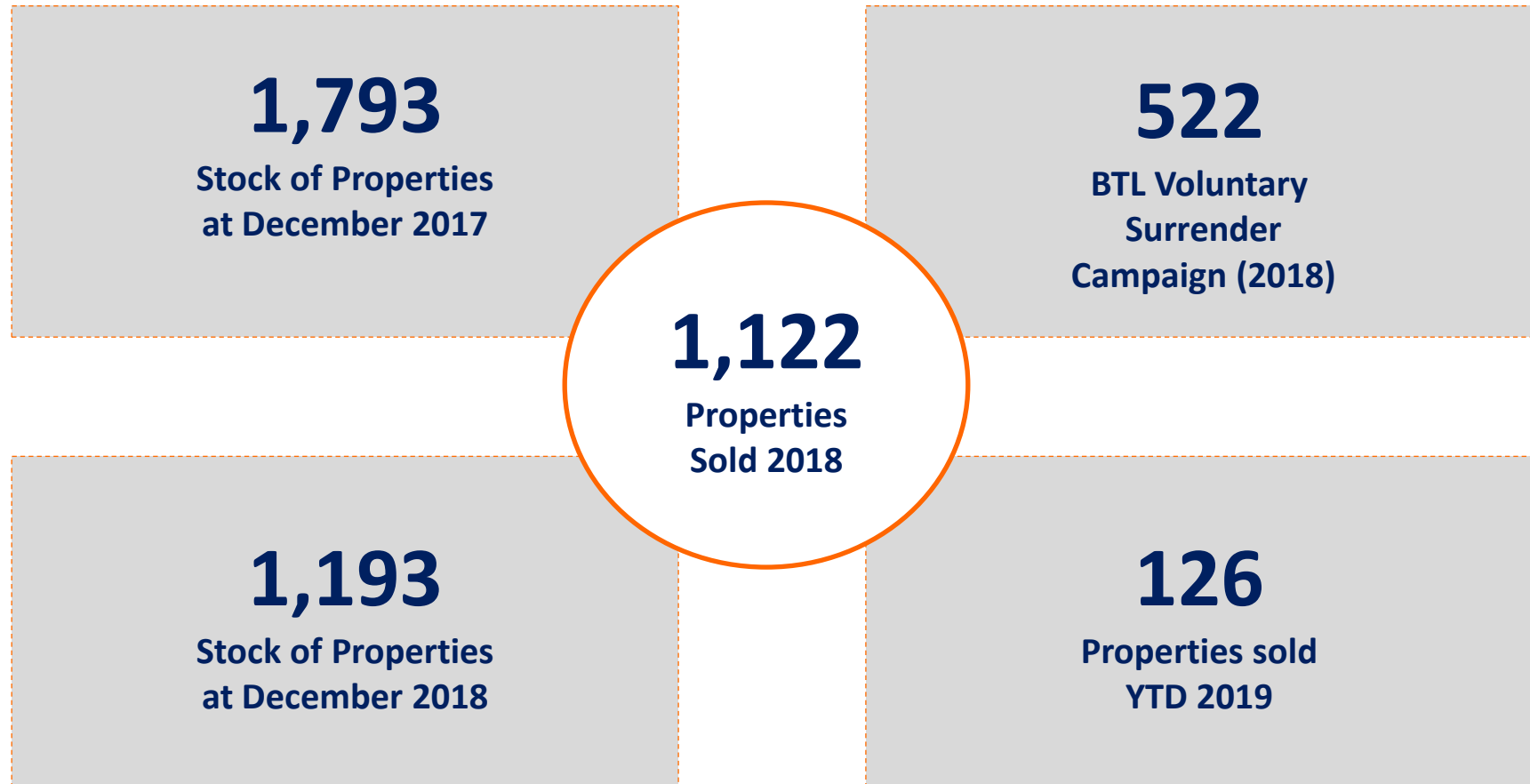
On track to meet Medium Term guidance, considering all alternative options while protecting capital

SREP guidance received on coverage levels for secured NPLs (over 7 years) from 2020





## Significant Progress In Exiting Properties In Possession<sup>1</sup>

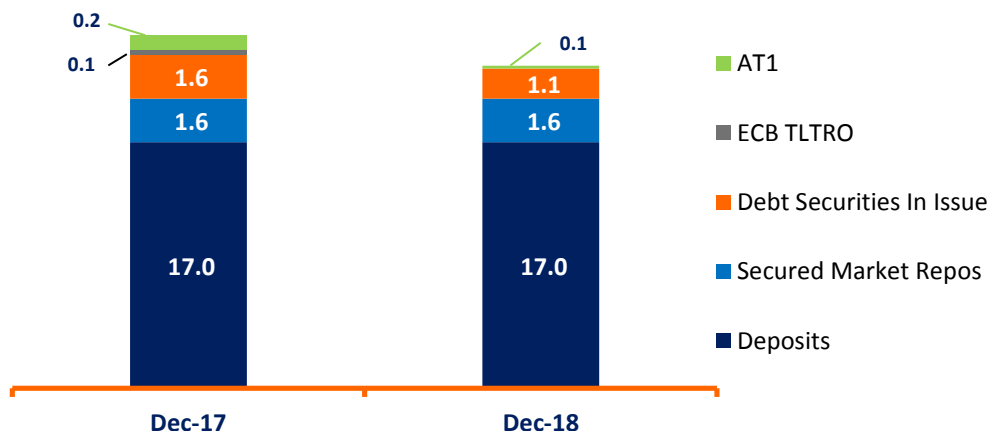


1. Information provided on Properties In Possession is Management Information which may differ to IFRS requirements as included in the annual report

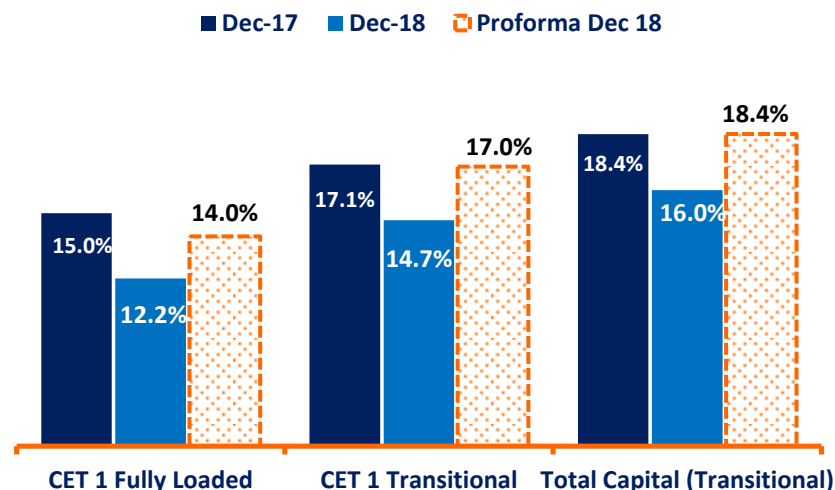


# Strong Funding And Capital Position

## Total Funding (€19.8bn)



## Regulatory Capital Ratios (%)



- LDR – 93%, LCR – 160%, NSFR – 120%
- System Funding Reduced to Zero in 2018
- 86% funded by total Customer Deposits, 74% from Retail Deposits including Current Accounts
- MREL indicative target of 25.8% – issuances manageable at c.€1bn over the next three years

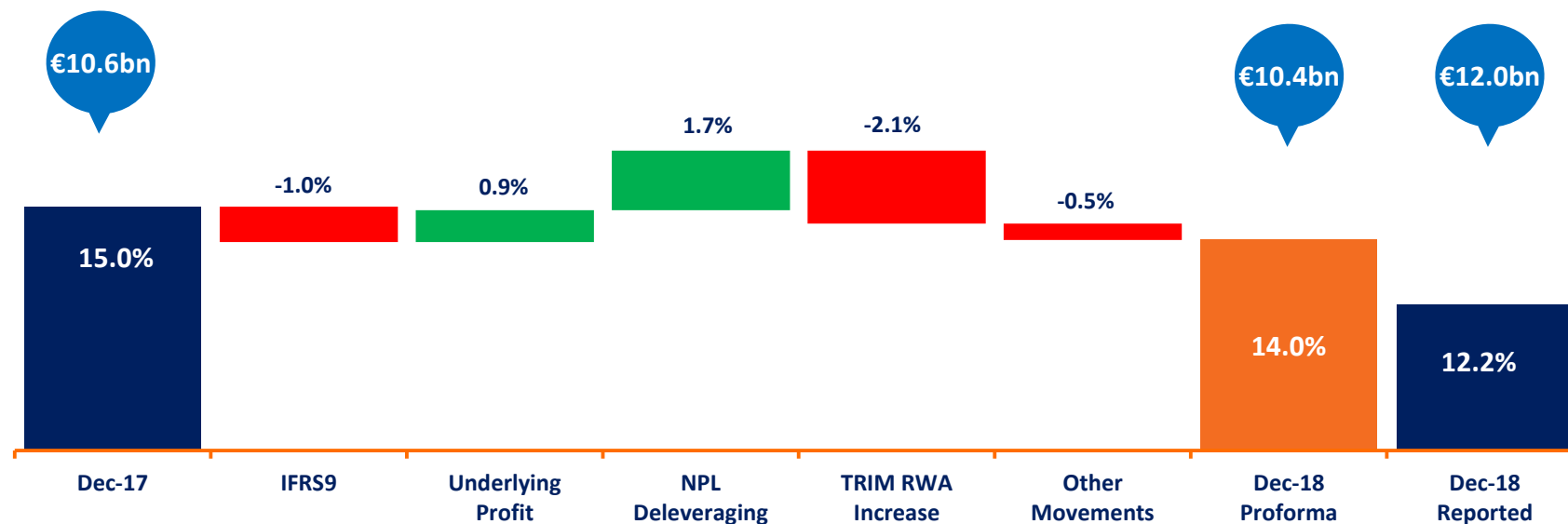
- CET1 Ratio reductions mainly due to IFRS 9 Transition and TRIM
- Proforma ratios improved due to the capital benefit from Projects Glas and Glenbeigh
- Capital Ratios remain well above Regulatory Minimum Requirements
- Leverage Ratios:
  - Fully Loaded 7.1%
  - Transitional 8.4%





# Proforma CET1 Of 14.0% (Fully Loaded)

## CET 1 Fully Loaded Ratio Movement



- Reduction in CET1 ratios due to:
  - The impact from transition to IFRS 9 and increase in TRIM related RWAs
  - Offset by Profits made in the year and NPL Deleveraging
- TRIM is now complete – RWA full impact of c.€3bn
- CET1 Minimum Regulatory Transitional Requirement for 2019 of 10.45% - increase (+0.625%) due to full phasing of Capital Conservation Buffer (CCB)
- Countercyclical Capital Buffer (CCyB) will add 1% to the Minimum Requirement from July 2019 onwards





# Summary

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- **€1.5bn New Lending in 2018, 15.1% Mortgage Market Share**
- **Significant NPL Deleveraging, with Capital Accretion (1.7%), Leading to a Direct Focus and Resources to Build Profitability**
- **Initiatives Planned to Remove Complexity and Improve Efficiency**
- **Affordable Digital Transformation Programme Launched. Funded through Controlled Cost Discipline**
- **Stable Capital and Funding position**
- **Well Positioned for Future Challenges and Opportunities in a Growing Economy**





# Appendix



# Domestically Focused Retail And SME Bank

## Business Overview

### Business

Performing Loan Book **€15.3bn**

Current Account Balances **€4.1bn**

Retail Deposit Balances **€10.6bn**

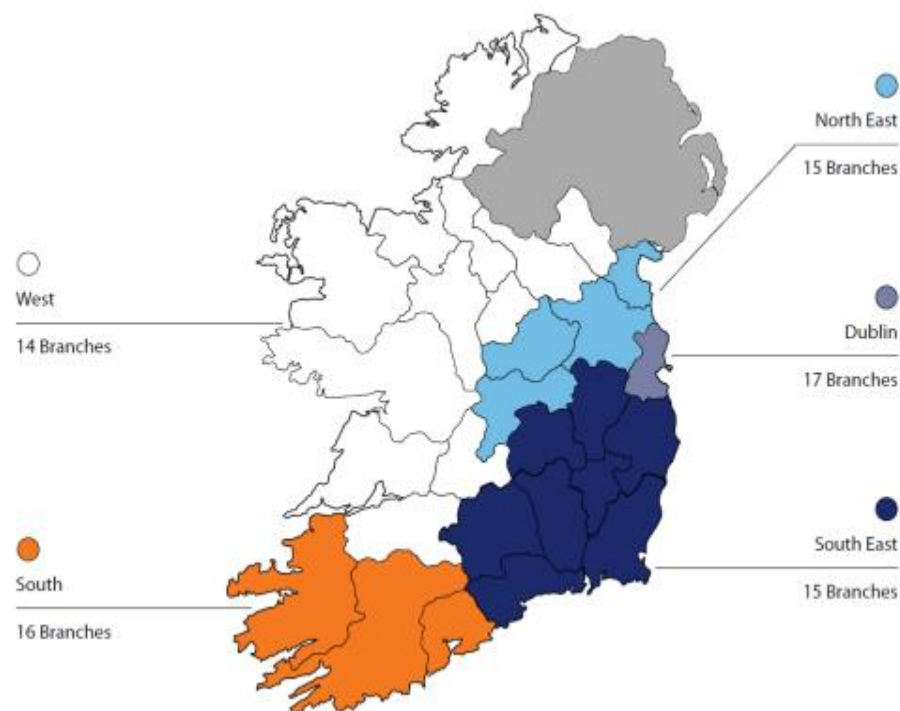
### Market Share

Residential Mortgage Balances<sup>1</sup> **15.1%**

Current Account Balances<sup>2</sup> **12.6%**

Retail Deposit Balances<sup>2</sup> **11.5%**

## Our Physical Landscape



1. Gross Loans as at 31 December 2018. Source: Central Bank Statistics.

2. Based on balances as at 30 November 2018. Source: Central Bank Statistics.



# Historical Financial Information – Income Statement

€m	FY 2018	FY 2017	FY 2016	FY 2015	FY 2014
Net Interest Income	379	407	394	358	329
Other Income	63	38	71	34	38
ELG Fees	-	(2)	(4)	(14)	(59)
<b>Total Operating Income</b>	<b>442</b>	<b>443</b>	<b>461</b>	<b>378</b>	<b>308</b>
Total Operating Expenses (Before Exceptional Items)	(331)	(329)	(341)	(317)	(389)
<b>Pre-Impairment Profit / (Loss)</b>	<b>111</b>	<b>114</b>	<b>120</b>	<b>61</b>	<b>(81)</b>
Impairment (Charge) / Write-Back	(17)	(49)	68	(35)	42
<b>Profit / (Loss) Before Exceptional Items</b>	<b>94</b>	<b>65</b>	<b>188</b>	<b>26</b>	<b>(39)</b>
Exceptional Items (Net)	(91)	(13)	(414)	(460)	(9)
<b>Profit / (Loss) Before Tax</b>	<b>3</b>	<b>52</b>	<b>(226)</b>	<b>(434)</b>	<b>(48)</b>

Key Metrics	FY 2018	FY 2017	FY 2016	FY 2015	FY 2014
Net Interest Margin	1.78%	1.80%	1.48%	1.12%	0.90%
Headline Cost Income Ratio <sup>1</sup>	75%	74%	74%	84%	126%

1. Total Operating Expenses (Excluding Exceptional Items divided by Total Operating Income



# Historical Financial Information – Balance Sheet

€bn	Dec 2018	Dec 2017	Dec 2016	Dec 2015	Dec 2014
<b>Total Loan Book (net)</b>	15.9	18.4	18.9	23.0	27.2
Treasury Assets	3.8	3.5	3.9	5.5	8.1
Other Assets	2.1	0.9	0.8	0.8	1.0
<b>Total Assets</b>	<b>21.8</b>	<b>22.8</b>	<b>23.6</b>	<b>29.3</b>	<b>36.3</b>
ROI Retail Deposits (Incl. Current Accounts)	14.8	14.3	13.6	14.0	14.3
Isle of Man Deposits	-	-	0.4	0.5	0.6
Corporate & Institutional	2.2	2.7	3.0	4.0	5.5
<b>Total Customer Deposits</b>	<b>17.0</b>	<b>17.0</b>	<b>17.0</b>	<b>18.5</b>	<b>20.4</b>
Wholesale Funding	2.6	3.3	2.8	3.1	8.1
ECB Funding	-	0.2	1.4	4.7	4.9
Other Liabilities	0.2	0.2	0.3	0.6	0.7
<b>Total Liabilities</b>	<b>19.8</b>	<b>20.7</b>	<b>21.5</b>	<b>26.9</b>	<b>34.1</b>
Total Equity (incl. AT1)	2.0	2.1	2.1	2.4	2.2
<b>Total Equity and Liabilities</b>	<b>21.8</b>	<b>22.8</b>	<b>23.6</b>	<b>29.3</b>	<b>36.3</b>
<b>Key Metrics:</b>					
NPLs	€1.7bn	€5.3bn	€5.9bn	€6.6bn	€8.3bn
LDR	93%	108%	111%	125%	138%
CET1 Ratio (Fully Loaded Basis)	12.2%	15.0%	14.9%	15.0%	12.4%





# Interest Income Analysis

	Gross Average Balances (€bn)			Gross Yields			Interest Income (€m)	
	FY 2018	FY 2017		FY 2018	FY 2017		FY 2018	FY 2017
Tracker	11.8	12.8	X	1.1%	1.2%	=	135	152
Fixed and Variable	7.4	7.6	X	3.6%	3.6%	=	263	277
Consumer Finance	0.2	0.3	X	10.7%	9.7%	=	32	31
CRE	0.2	0.2	X	2.7%	3.4%	=	5	7
Treasury Assets	3.7	3.9	X	1.1%	1.3%	=	42	54
Underlying Interest Income							477	521
Deferred Acquisition Costs							(22)	(17)
Total Interest Income							455	504





# Interest Expenses Analysis

	Average Balances (€bn)			Cost of Funds			Interest Expense (€m)	
	FY 2018	FY 2017		FY 2018	FY 2017		FY 2018	FY 2017
Current Accounts	4.0	3.6	X	0.0%	0.0%	=	1	1
Retail Deposits	10.4	10.3	X	0.3%	0.5%	=	34	46
Corporate Deposits	2.5	2.8	X	0.6%	0.8%	=	16	24
IOM Deposits	-	0.2	X	-	1.0%	=	-	2
Wholesale Funding	3.4	5.9	X	0.4%	0.4%	=	12	23
ECB Funding	-	0.5	X	-	0.0%	=	-	-
Underlying Interest Expense							63	96
Other							13	1
Total Interest Expense							76	97



# Asset Quality

## Loans and Advances to Customers

### Measured at Amortised Cost

Home Loans

Buy To Let

### Total Residential Mortgages

Commercial

Consumer Finance

### Total Measured at Amortised Cost

### Analysed By ECL Staging

Stage 1

Stage 2

Stage 3

POCI

### Analysed as to Asset Quality

Excellent

Satisfactory

Fair

Neither past Due Nor Impaired

Past Due But Not Impaired

Impaired

### Neither past due nor Stage 3

### Past due but not stage 3

### Stage 3

## Loss Allowance – Statement of Financial

### Position

Stage 1

Stage 2

Stage 3

Specific Provisions

IBNR Provisions

### Total Loss Allowance

	31 December 2018 €m	1 January 2018 €m	31 December 2017 €m
Home Loans	12,413	15,037	15,037
Buy To Let	4,003	4,953	4,953
<b>Total Residential Mortgages</b>	<b>16,416</b>	<b>19,990</b>	<b>19,990</b>
Commercial	165	224	224
Consumer Finance	335	314	345
<b>Total Measured at Amortised Cost</b>	<b>16,916</b>	<b>20,528</b>	<b>20,559</b>
<b>Analysed By ECL Staging</b>			
Stage 1	10,519	11,649	-
Stage 2	4,701	3,594	-
Stage 3	1,692	5,278	-
POCI	4	7	-
<b>Analysed as to Asset Quality</b>			
Excellent	7,915	-	10,585
Satisfactory	5,544	-	3,978
Fair	1,736	-	1,066
Neither past Due Nor Impaired	-	-	15,629
Past Due But Not Impaired	-	-	467
Impaired	-	-	4,463
<b>Neither past due nor Stage 3</b>	<b>15,195</b>		
<b>Past due but not stage 3</b>	<b>25</b>		
<b>Stage 3</b>	<b>1,696</b>		
	<b>16,916</b>	<b>20,528</b>	<b>20,559</b>
<b>Loss Allowance – Statement of Financial</b>			
<b>Position</b>			
Stage 1	35	54	-
Stage 2	411	333	-
Stage 3	637	1,936	-
Specific Provisions	-	-	1,913
IBNR Provisions	-	-	333
<b>Total Loss Allowance</b>	<b>1,083</b>	<b>2,323</b>	<b>2,246</b>

\* The amounts for the period ended 31 December 2018, have been prepared and are presented in accordance with IFRS9; prior year amounts as allowed under the standard have not been restated. Accordingly balances set out in the tables above are not directly comparable, where the 31 December 2017 comparative is presented on an IAS 39 basis (refer to Note 1 and Note 2 for further detail on transition to IFRS 9 on 1 January 2018).



# NPLs and NPAs

31 December 2018

NPL is < 90 Days  
NPL is > 90 Days and < 1 year past due  
NPL is 1-2 years past due  
NPL is 2-5 years past due  
NPL is > 5 years past due  
POCI  
Non-performing loans  
Foreclosed assets\*  
Non-performing assets  
NPLs as % of gross loans

## ROI Residential Mortgages

## Stage 3 Analysis

Home Loan €m	Buy-To-Let €m	Commercial €m	Consumer Finance €m	Total €m
654	336	29	3	1022
77	19	-	9	105
20	8	2	1	31
55	19	13	4	91
294	134	11	4	443
-	-	-	4	4
1,100	516	55	25	1,696
43	105	-	-	148
1,143	621	55	25	1,844
9%	13%	33%	7%	10%

31 December 2017 \*\*

Not impaired no arrears  
Not Impaired < 90 days in Arrears  
Not Impaired > 90 days in Arrears  
Impaired loans  
Non-performing loans  
Foreclosed assets \*  
Non-performing assets  
NPLs as % of gross loans

## ROI Residential Mortgages

Home loan €m	Buy-To-Let €m	Commercial €m	Consumer Finance €m	Total €m
546	131	3	-	680
54	3	-	-	57
82	3	-	-	85
3,259	1,083	68	53	4,463
3,941	1,220	71	53	5,285
30	160	-	-	190
3,971	1,380	71	53	5,475
26%	25%	32%	15%	26%

\* Foreclosed assets are defined as assets held on the balance sheet which are obtained by taking possession of collateral or by calling on similar credit enhancements.

\*\* The amounts for the period ended 31 December 2018 have been prepared and are presented in accordance with IFRS9; prior year amounts as allowed under the standard have not been restated. Accordingly balances set out in the tables above are not directly comparable, where the 31 December 2017 comparative is presented on an IAS 39 basis (refer to Note 1 and Note 2 for further details on transition to IFRS 9 on 1 January 2018).



# Regulatory Capital

	31 Dec 18 <sup>1</sup>		31 Dec 17	
	Transitional	Fully Loaded	Transitional	Fully Loaded
	€m	€m	€m	€m
<b>RWAs</b>	<b>11,990</b>	<b>11,966</b>	<b>10,593</b>	<b>10,593</b>
<b>Capital Resources:</b>				
<b>CET1 Capital</b>	<b>1,768</b>	<b>1,456</b>	<b>1,812</b>	<b>1,590</b>
Additional Tier 1	87	95	66	52
<b>Tier 1 Capital</b>	<b>1,855</b>	<b>1,551</b>	<b>1,878</b>	<b>1,642</b>
Tier 2 Capital	66	66	76	67
<b>Total Capital</b>	<b>1,921</b>	<b>1,617</b>	<b>1,954</b>	<b>1,709</b>
<b>Capital Ratios:</b>				
<b>CET1 Capital (Pro Forma)</b>	<b>17.0%</b>	<b>14.0%</b>	<b>-</b>	<b>-</b>
CET1 Capital	14.7%	12.2%	17.1%	15.0%
Tier 1 Capital	15.5%	13.0%	17.7%	15.5%
Total Capital	16.0%	13.5%	18.4%	16.1%
<b>Leverage Ratio<sup>2</sup></b>	<b>8.4%</b>	<b>7.1%</b>	<b>8.0%</b>	<b>7.1%</b>

	31 Dec 18 <sup>1</sup>		31 Dec 17	
	Transitional	Fully Loaded	Transitional	Fully Loaded
	€m	€m	€m	€m
<b>Total Equity</b>	<b>1,980</b>	<b>1,980</b>	<b>2,111</b>	<b>2,111</b>
Less: AT1 Capital	(122)	(122)	(122)	(122)
Captive Insurance Equity	(9)	(9)	(10)	(10)
<b>Adjusted Capital</b>	<b>1,849</b>	<b>1,849</b>	<b>1,979</b>	<b>1,979</b>
<b>Prudential Filters and deductions:</b>				
Intangible Assets	(41)	(41)	(39)	(39)
Deferred Tax	(143)	(344)	(103)	(343)
IFRS 9 Transitional Adjustment	111	-	-	-
AFS Reserve	-	-	(7)	-
Revaluation Reserve	-	-	(10)	-
Others	(8)	(8)	(5)	(7)
<b>Common Equity Tier 1 Capital</b>	<b>1,768</b>	<b>1,456</b>	<b>1,812</b>	<b>1,590</b>

1. Calculated as Tier 1 Capital as % of gross balance sheet exposures (total assets and off-balance sheet loan commitments).
2. The CET1 transitional impact to the Group as a result of EU Regulation 2017/2395 mitigating the impact of the introduction of IFRS9 on own funds.

