The Irish Economic Update

Strong performance in H1 2019

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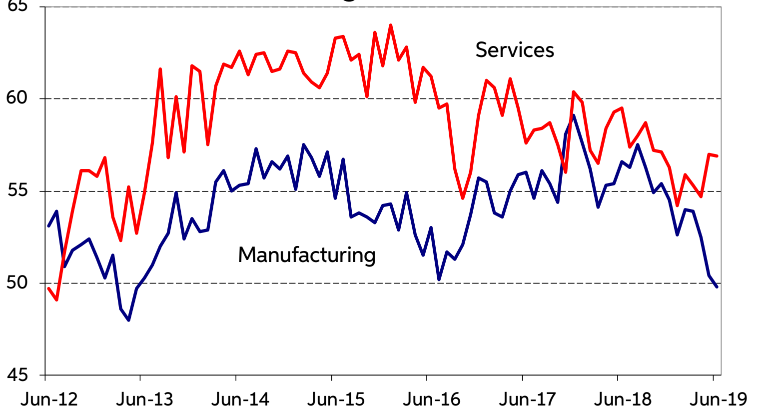
AIB

Strong growth by Irish economy in 2013-2018 period

- Irish economy boomed from 1993 to 2007 with GDP up by over 250% – Celtic Tiger
- Very severe recession in Ireland in 2008-2009. GDP fell by 8.5% and GNP down 11%
- Collapse in construction activity and banking system, severe fiscal tightening, high unemployment. Ireland entered a 3 year EU/IMF assistance programme from 2010-2013
- GDP at end of 2008-09 recession was still over 25% higher than in 2001, highlighting that the economic crash came after a long period of very strong growth
- Ireland tackled its problems aggressively in the public finances, banking sector and property market. Imbalances in economy unwound – housing, debt levels, competitiveness, BoP
- Ireland focused on generating growth via its large export base as the route to recovery
- Economy grew very strongly over 2013-18 – underlying growth averaged 4.5% for the period
- Domestic economy has recovered strongly, led by rebound in investment and retail spending
- Strong jobs growth. Unemployment rate fell from 16% in early 2012 to 4.5% at mid-2019
- Budget deficit eliminated at a quicker than expected pace. Moved into surplus in 2018

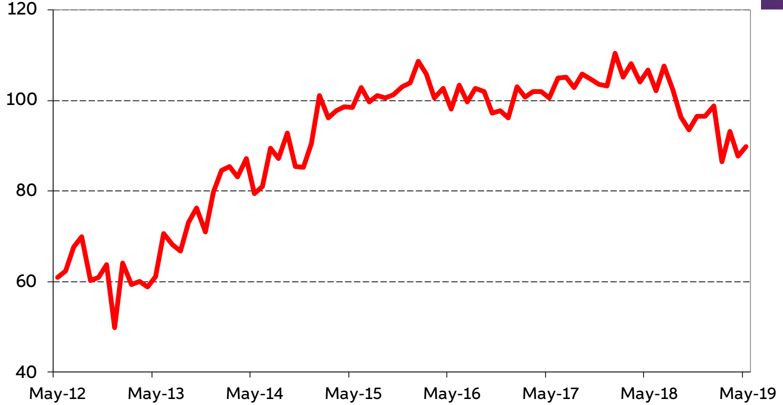
Good data in H1 2019, but manufacturing slows

AIB Irish Mfg and Services PMIs



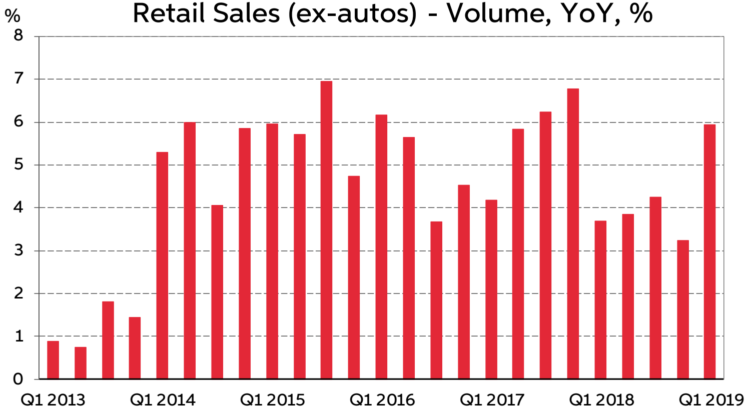
Source: *Thomson Datastream*

Consumer Confidence (ESRI - KBC)



Source: ESRI - KBC, Thomson Datastream

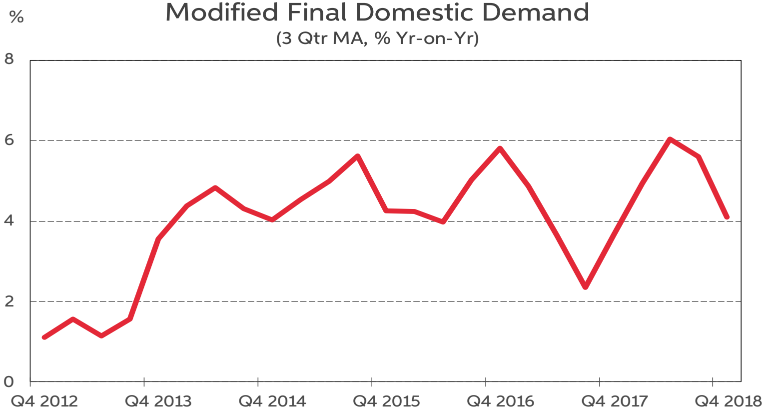
Retail Sales (ex-autos) - Volume, YoY, %



Source: *Thomson Datastream*

Modified Final Domestic Demand

(3 Qtr MA, % Yr-on-Yr)



Source: CSO (Excludes I.P. imports & Aircraft Leasing) via Thomson Datastream

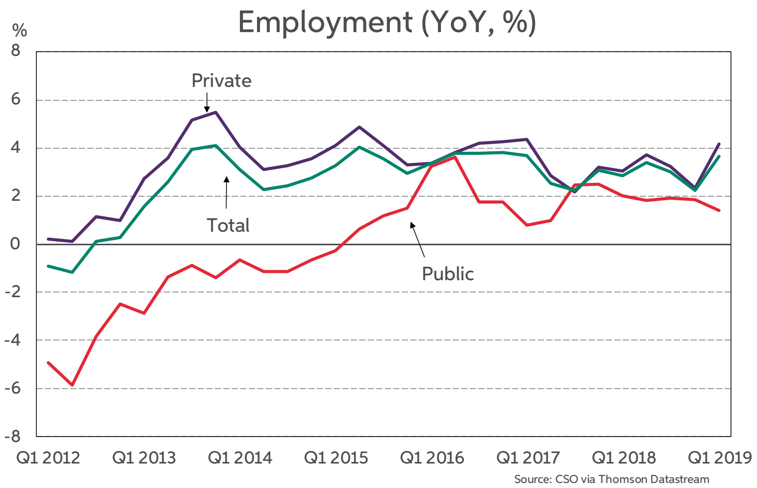
Most indicators remain strong in H1 2019

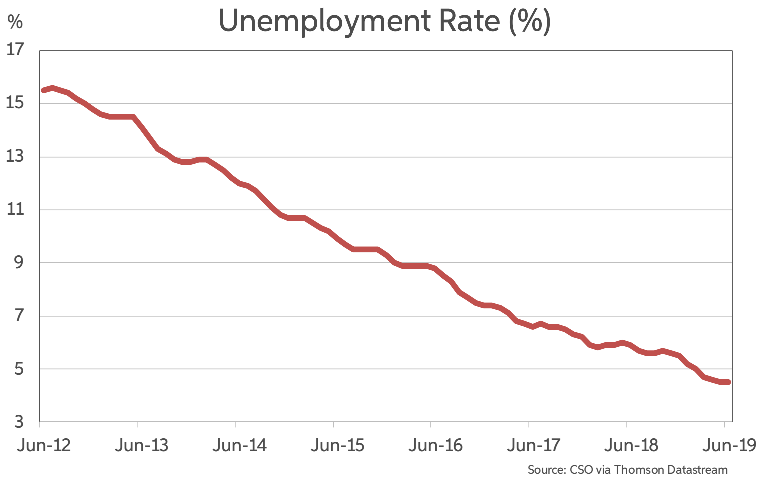
- Continuing very strong jobs growth – employment rose by 3.7% yoy in Q1 2019
- Unemployment rate falls to 4.5% in June from 5.5% at end 2018. Live Register continues to decline
- Further good rise in housing completions in Q1 2019– up 23% yoy
- Housing commencements +15% yoy in 3 months to April - smaller rise than in 2018
- Mortgage lending slows to +10.5% yoy in Q1 2019. Mortgage approvals have picked up recently
- Construction PMI averages a robust 56.5 in Jan-May 2019 – housing PMI averages very strong 60
- Retail sales (ex-motor trade) up 5.4% yoy in Jan-May 2019
- Total car registrations (new + second hand imports) down circa 4% yoy to May
- Manufacturing PMI averages 52.2 in H1 2019, but falls to 49.8 by June
- Services PMI averages a very strong 55.7 in H1 2019 – at 56.9 in June
- Consumer confidence well off last summer’s highs. At four year low recently, though still good level
- Impressive growth of 7% in tax receipts in first half of 2019, while budget surplus rises

Strong jobs growth; unemployment rate down to 4.5%

Year Average	2016	2017	2018	2019(f)	2020(f)	2021(f)
Unemployment Rate %	8.4	6.8	5.8	4.8	4.4	4.2
Labour Force Growth %	1.9	1.1	1.8	2.5	2.0	1.8
Employment Growth %	3.7	2.9	2.9	3.6	2.4	2.0
Net Migration : Year to April ('000)	16.2	19.8	34.0	40.0	45.0	50.0

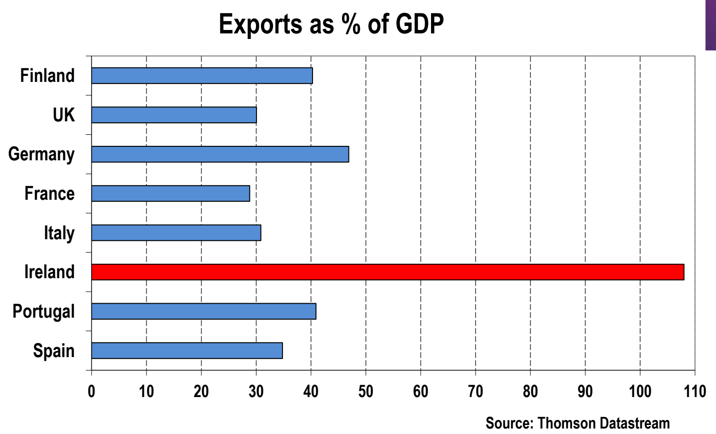
Source: CSO and AIB ERU forecasts

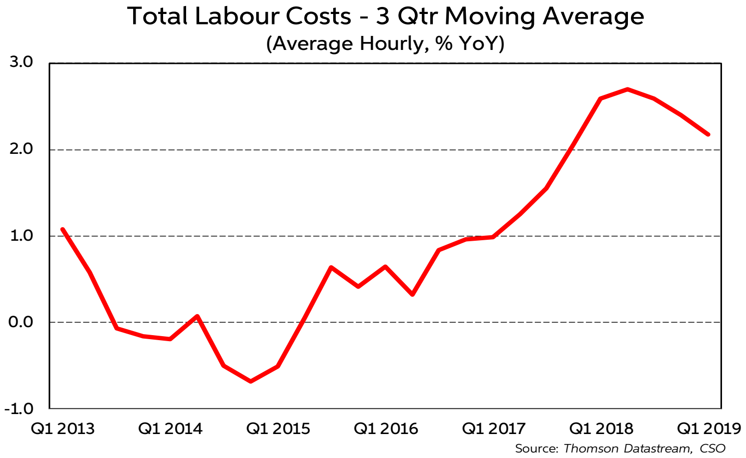


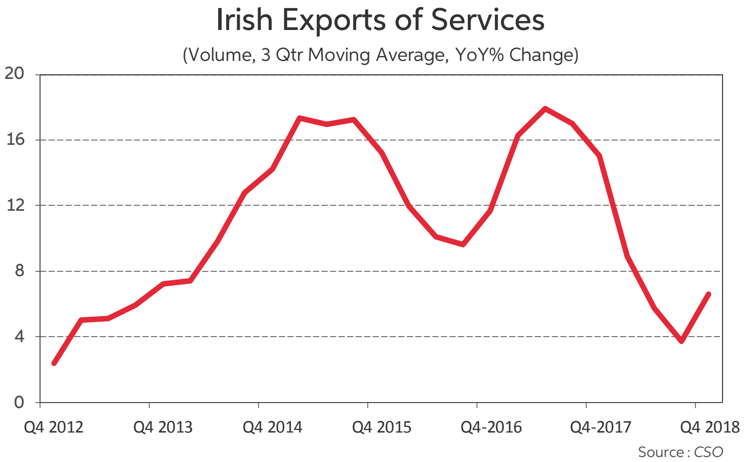


Large Irish export base performs very well

- Ireland a very open economy – exports, driven by enormous FDI, equate to well over 100% of GDP
- Major gains in Irish competitiveness earlier in decade - weakening of euro also helpful
- Exports have risen strongly, helped by large FDI inflows and recovery in global economy
- Total exports up by 9% in 2018 and very strong rise in goods exports in Q1 2019







FDI and the Irish economy

WHAT ATTRACTS FDI TO IRELAND?

- Access to European markets
- Low corporate tax rate of 12.5%
- English speaking country
- Well educated, flexible workforce
- Common law legal system
- Stable political framework
- Long history of successful FDI
- Access to decision makers

KEY FDI IMPACTS ON THE IRISH ECONOMY

- Some 1,200 multinational companies
- €189bn in Exports
- 230,000 Jobs in FDI, 390,000 in total
- €7bn in Corporation Tax (67% of total)
- 33% of State's income tax/PRSI/USC
- €13.2bn Spending on Irish services/materials
- €11.7bn in Payroll
- 67% of Business R&D expenditure

WORLD LEADERS CHOOSE IRELAND

- 17 of the top 20 in ICT
- 10 of the top 10 in Pharmaceuticals
- 14 of the top 15 in Medical Devices
- 8 of the top 10 Industrial Automation
- 10 of the 'top born on the Internet' firms
- 20 of the top 25 Financial Services firms
- UK becoming less attractive for FDI owing to Brexit

US TAX CHANGES SHOULD NOT HIT FDI

- US firms have well established operations here
- Need highly skilled, multi-lingual workforce
- Firms do not move Ireland to avoid US tax
- Ireland is base to service their European markets
- Easier to operate in local rather than US time zone
- Still wide gap between US & Irish corporate tax rates
- Very strong year for FDI in 2018

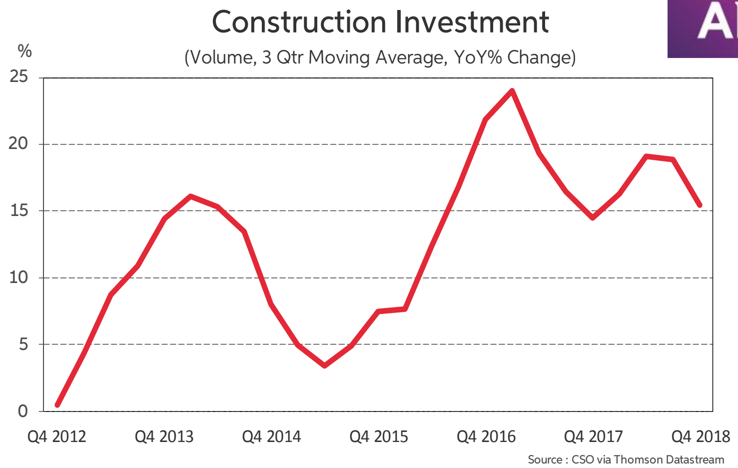
Many top global companies have big operations in Ireland

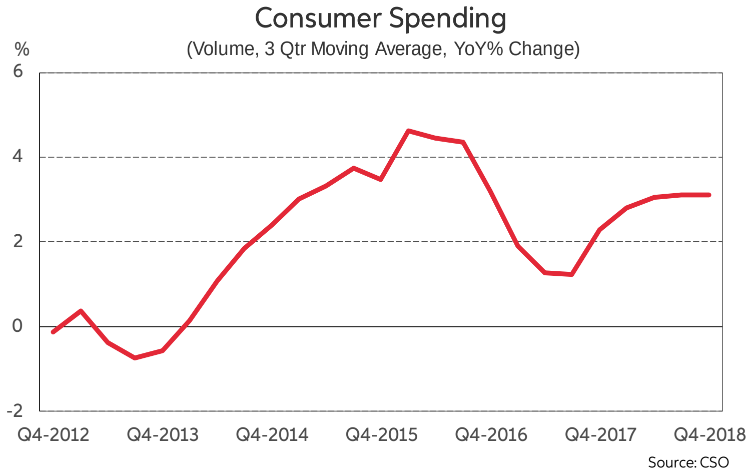
AIB

ebay
Abbott
Pfizer
Boston Scientific
Google
gsk GlaxoSmithKline
citi
ZURICH
BNY MELLON
DELL EMC
f
IBM
intel
ANALOG DEVICES
SAP
NOVARTIS
Microsoft
SIEMENS
accenture
Johnson & Johnson
STATE STREET

Strong performances across domestic economy

- Domestic economy contracted by 20% in period from 2008-2012, with particularly big fall in construction
- Construction sees strong recovery since 2013. Output up by over 15% in each of the last three years
- Difficult year for agricultural sector in 2018, but comes after very strong growth in 2014-17 period
- Modified final domestic demand up by 4.5% in 2018, after averaging growth of 4.4% in 2014-17 period
- Core business investment (ex aircraft/intangibles) up by 11.5% in 2018
- Consumer spending grew by close to 3% on average over 2014-2017 period. Rose by 3% in 2018 also
- Core retail sales rose by a strong 3.9% in 2018, and were up by 5.4% yoy in Jan-May 2019
- Total car regs (new + used imports) remained at high level in 2018, but down circa 4% yoy Jan-May 2019

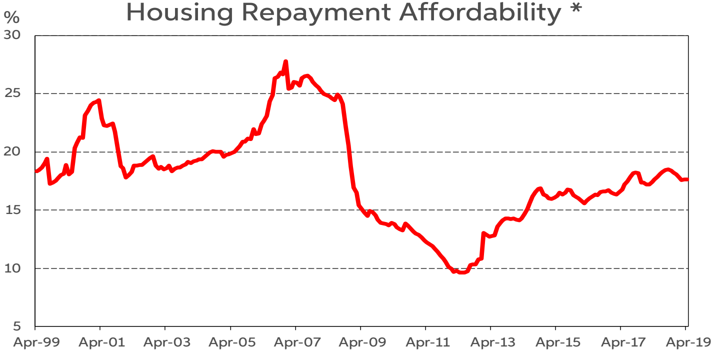




House building rising steadily, but still at quite low level

- Housing completions up 23% yoy in Q1 2019 - rose by 25% to over 18,000 in 2018
- Annual growth rate of commencements slows to 15% in 3 months to April - 12 month total near 24,000
- YoY growth in planning permission turns negative in Q1 2019, partly reflects impact of base effects
- Measures put in place to boost new house building. More involvement of Local Authorities and NAMA
- Housing output still running well below annual new housing demand, estimated at 35,000 units
- Could be at least 2022 before output rises to this level
- Mortgage lending +20% in 2018, but slowed to 10.5% in Q1 '19. Mortgage approvals pick up YTD
- Affordability improved recently. Reflects moderating house price inflation and good earnings growth

Source: CSO, AIB ERU

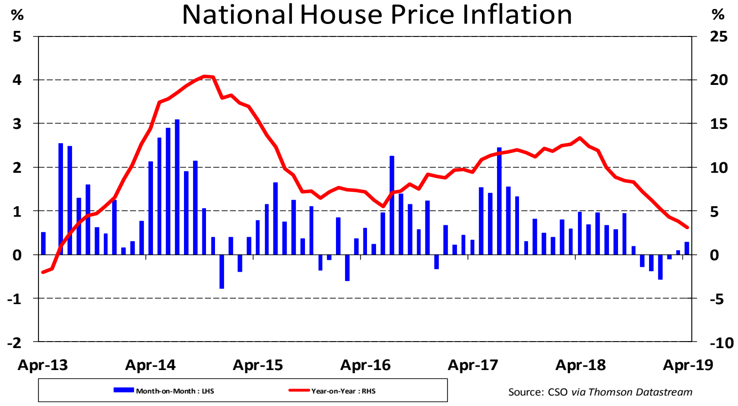


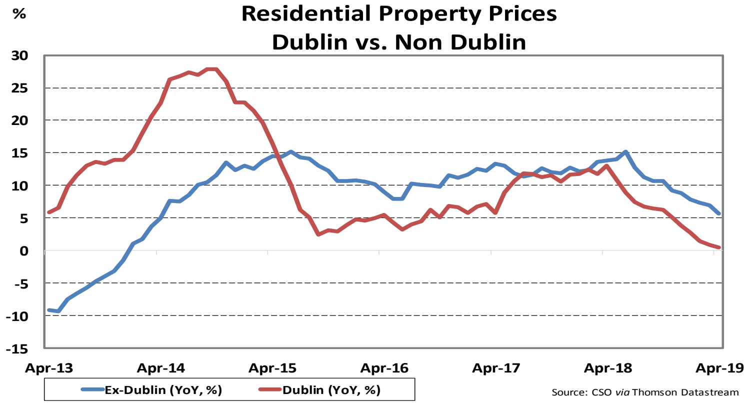
* % of disposible income required for mortgage repayments for 2 income household, 30 year 90% mortgage. Based on Permanent TSB/ESRI national house price & CSO residential property price index

Source: *AIB, Permanent TSB/ESRI, CSO, Dept. of Finance*

House price inflation slows sharply in past year

- House prices declined by a very sharp 55% between their peak in late 2007 and early 2013
- House prices have since rebounded as big housing shortage emerged after 90% fall in house building
- Prices up 82% by April 2019 from low in March 2013 –Dublin prices up by 92%, non-Dublin rise 80%
- But house prices still some 20% below 2007 peak
- House price inflation slowing sharply as Central Bank lending rules and affordability impact
- Prices up 3.1% yoy nationally in April 2019, down from high of 13.3% in April 2018
- Dublin up 0.5% yoy in April, down from 13% in Apr '18; non-Dublin slows to 5.6% from 15.2% last June
- Rents have also rebounded strongly – are now 28% above previous peak reached in 2008 per CSO data





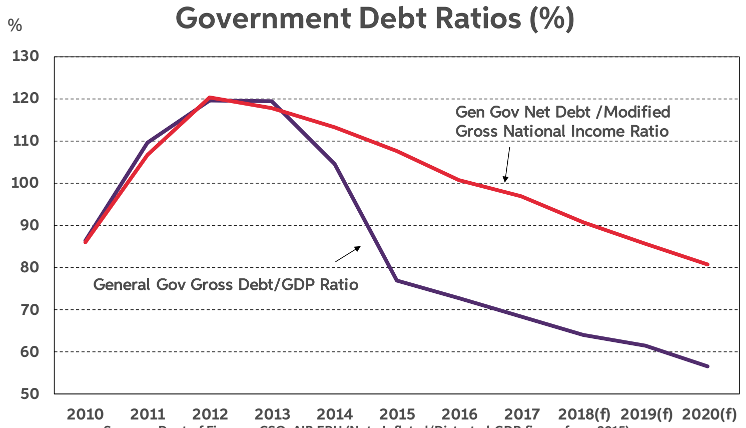
AIB Model of Estimated Housing Demand

- Rising headship rates added circa 8,000 per year to housing demand in 2002-2011 period
- Shortage of housing, high rents, tighter lending rules saw average household size rise in 2011-16. Thus, headship fell – was a drag of circa 10,000 p.a. on housing demand
- Assume no change in headship in 2016-2020 – note long-term trend is upwards, adding to demand
- Pent-up demand has also built up in recent years from lack of supply
- Thus, forecast table may be under-estimating actual real level of housing demand
- Shortfall in supply met from run down of vacant stock and demand being reduced by fall in headship rate. Both factors very evident in 2011-16 and most likely in 2016-20

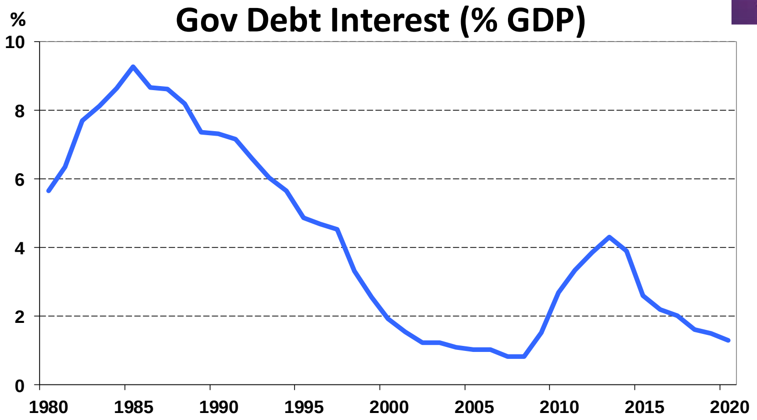
Calendar Year	2016	2017	2018	2019	2020
Household Formation	26,500	26,500	26,500	27,500	27,500
of which					
Indigenous Population Growth	*18,000*	*18,500*	*17,500*	*16,500*	*14,500*
Migration Flows	*8,500*	*9,500*	*12,000*	*13,000*	*13,000*
Headship Change*	*0*	*0*	*0*	*0*	*0*
Second Homes	500	500	500	500	500
Replacement of Obsolete Units	5,000	5,000	5,000	5,000	5,000
Estimated Demand	32,000	33,500	35,000	35,000	33,000
Completions	9,900	14,400	18,100	22,500	27,000
Shortfall in Supply	*-22,100*	*-19,100*	*-16,900*	*-12,500*	*-6,000*

**Headship is % of population that are heads of households.* *Sources: CSO, DoECLG, AIB ERU*

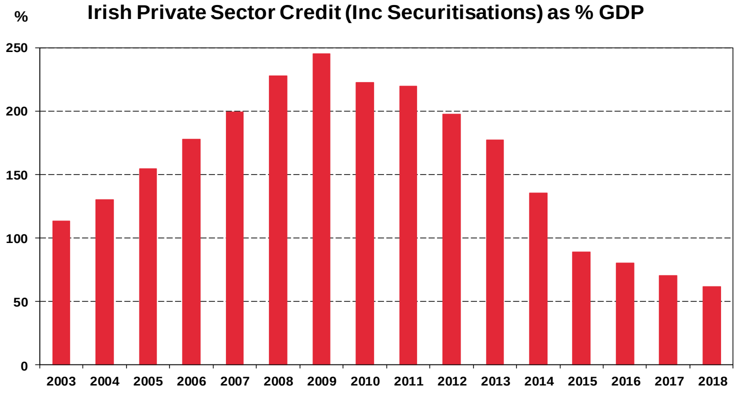
Govt debt ratios fall, private sector deleverages



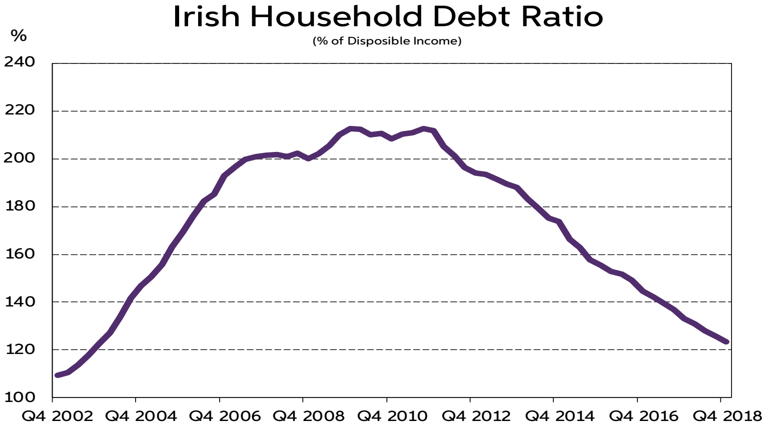
Sources: Dept of Finance, CSO, AIB ERU (Note Inflated/Distorted GDP figues from 2015)



Source: NTMA; Dept of Finance



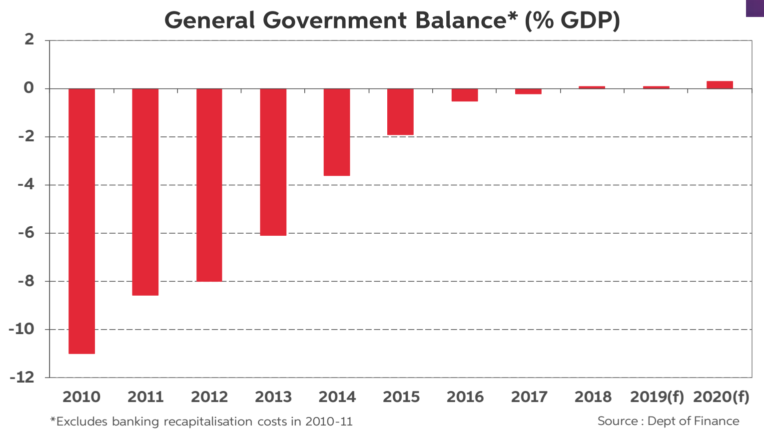
Sources: Central Bank, CSO, AIB ERU Calculations (Note Inflated/Distorted GDP figs for 2015-18)

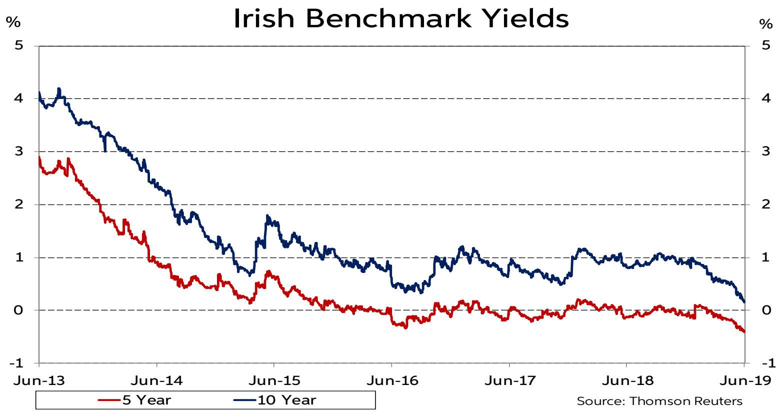


Source: CSO, Central Bank, AIB ERU

Government finances back in surplus

- Some €30bn (18% of GDP) of fiscal tightening implemented in 2008-2014 period
- Budget deficit has fallen sharply over past decade. Fell to 0.2% of GDP in 2017
- A small surplus was recorded in 2018, estimated at 0.1% of GDP
- Primary budget surplus (i.e. excluding debt interest) of 1.5% of GDP in 2018
- Debt interest costs low – at 1.5% of GDP
- Government aims to maintain the budget in surplus in coming years
- Public finances close to target in first half of 2019 – tax receipts up by 7%, surplus rises
- Gross Gov Debt/GDP ratio has fallen sharply
- Irish bonds yields at very low levels
- Sovereign debt ratings upgraded; S&P have Ireland at A+, Fitch at A+, Moody's A2





Brexit expected to lower growth rate of Irish economy

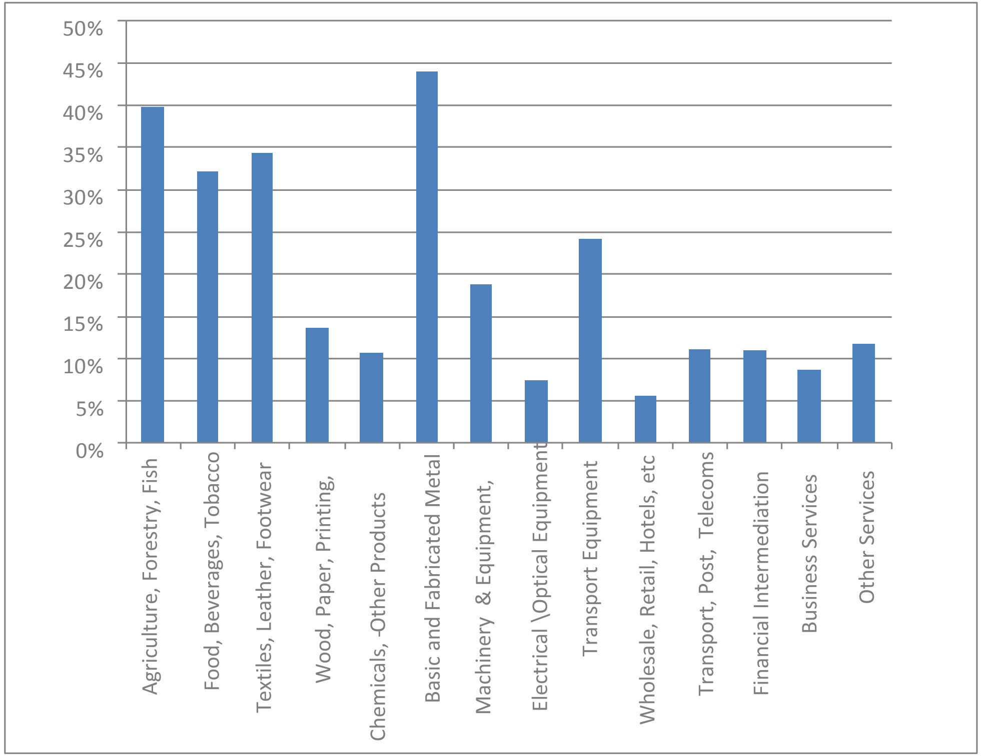
- **ESRI** estimate that Irish output would be reduced over time by **2.6% under a ‘deal’ scenario** in the long run (i.e. after 10 years). Unemployment rate is 1 percentage point higher
- In a ‘**disorderly no deal’** scenario, ESRI estimates that GDP would be **5% lower** after 10 years Unemployment rate would be 2 percentage points higher
- Sharp fall-off in trade with UK likely on a no-deal Brexit, with this **shock front loaded,** with around half of the impact on trade taking place in the two years
- **Central Bank** say a disorderly hard Brexit could reduce Irish growth by 4% in first year and 6% in long run

- **Copenhagen Economics** Report considered costs of regulatory divergence for goods and services and of border checks, as well as tariffs in assessing impact of Brexit
- Estimates impact by 2030 is to reduce Irish GDP by 2.8% under a soft Brexit (EEA), 4.3% in a FTA and 7% in a no-deal, hard Brexit WTO scenario

Agri. sector would be severely impacted by hard Brexit

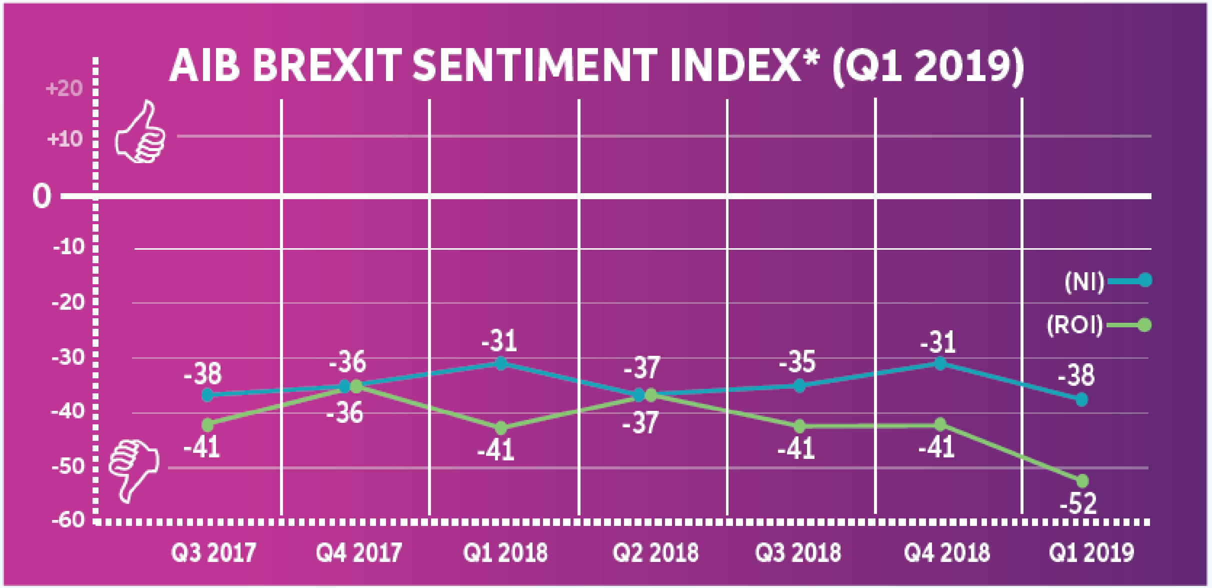
- Main EU tariffs relate to food products, keeping prices high. UK may impose tariffs on EU food imports post Brexit
- Food and Beverages account for 25% of total Irish exports to UK
- Around 40% of Irish food exports go to the UK
- Other sectors very dependent on UK market include machinery and transport, metal products, textiles
- Some 40% of indigenous Irish exports go to UK compared to 10% for foreign owned companies

Share of Exports by Industry Destined for the UK (ESRI)



AIB Brexit Sentiment Index – Q1 2019

- A total of ***700 SME's (with up to 250 employees)*** across the island of Ireland



Source: Ipsos MRBI

*The Index reflects and measures the sentiment of Irish SMEs in the Republic of Ireland and Northern Ireland towards Brexit, summarised as a single number, with a potential range from +100 to -100. It takes the difference between the positive and negative responses across four key measures: Impact on business now, Impact on future business (next 5 years), Level of visibility and, finally, the Wider economic impact of Brexit.

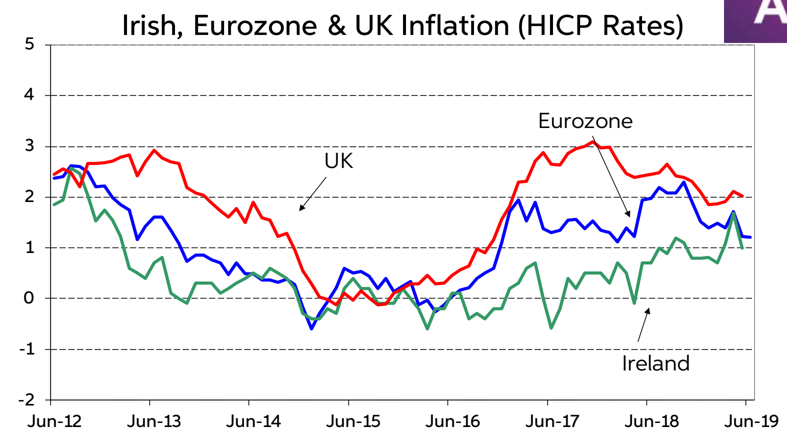
- **Consistently very negative sentiment readings, with marked fall in Q1 2019 in RoI as firms say Brexit now starting to impact their businesses**
- **SMEs also very concerned about Brexit's impact in the future, both on their own business & the wider economy**
- **Manufacturing, Food & Drink, Tourism and Retail sectors most concerned about Brexit**
- **36% of RoI and 57% of NI firms who had investment plans say they have been cancelled or postponed owing to Brexit.**

Still much uncertainty about Brexit

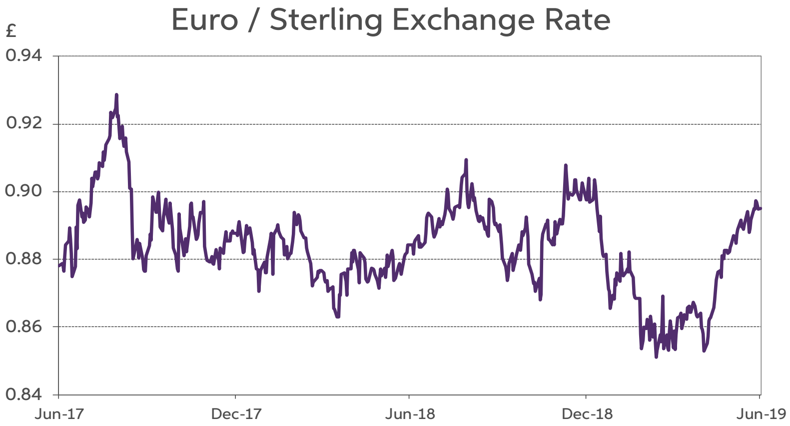
- Departure date delayed as UK Parliament could not agree on an exit deal
- The Withdrawal Agreement (WA) rejected by UK Parliament on three occasions
- UK Parliament has voted by large majority against leaving EU without a deal
- Log jam in Parliament, while European elections show the country is still very divided
- EU grants extension to Article 50 up to end October – another cliff-edge Brexit date
- Appear to be 4 options (1) No deal exit (2) Remain (3) Extend again (4) Agree Soft Brexit
- Little progress on Brexit over summer given Conservative Party leadership contest
- Possible developments: default hard Brexit, general election, new referendum,
- EU likely to need solid grounds to give UK further extension e.g. new referendum
- WA only sets the departure terms. Difficult talks on future trade relationship to follow after UK has left the EU. No clear idea what future trade relationship will look like

Good Irish growth to continue if external risks avoided

- Irish economy should continue to grow at impressive pace, but not as strongly as in recent years
- Construction picking up from still low output levels
- Public spending on the rise
- Activity supported by low interest rate environment
- Good growth in household incomes
- Continuing strong inflows of FDI
- Irish inflation still very low
- However, Brexit is a challenge for the economy
- Important also that global economy avoids downturn
- GDP growth forecast at 4.0% for 2019 and 3.5% in 2020, assuming hard Brexit/global downturn avoided
- ESRI estimates medium-term growth rate of economy at around 3.25% in the period 2020-2025



Source: Thomson Datastream



Source: Refinitiv

AIB Irish Economic Forecasts

% change in real terms unless stated	2016	2017	2018	2019 (f)	2020 (f)
GDP	**5.0**	**7.2**	**6.7**	**4.0**	**3.5**
GNP	11.5	4.4	5.9	3.7	3.2
Personal Consumption	4.0	1.6	3.0	2.5	2.5
Government Spending	3.5	3.9	6.4	4.0	3.0
Fixed Investment	51.7	-31.0	9.8	7.0	6.0
Modified Final Domestic Demand*	5.6	3.2	4.5	4.0	3.8
Exports	4.4	7.8	8.9	4.5	4.3
Imports	18.5	-9.4	7.0	4.5	4.5
HICP Inflation (%)	-0.2	0.3	0.7	1.3	1.5
Unemployment Rate (%)	8.4	6.8	5.8	4.8	4.4
Budget Balance (% GDP)	-0.5	-0.2	0.1	0.2	0.3
Gross General Gov Debt (% GDP)	72.8	68.0	64.0	61.0	56.5

*Excludes investment in aircraft and intangibles

Source: CSO, AIB ERU Forecasts

Risks to the Irish economy

- Main risks to Irish recovery no longer internal but external, in particular Brexit
- Brexit major issue for Ireland given its strong trading links with UK and sharp fall by sterling
- Slowing external environment with growing downside risks to global growth from increasing protectionism/tariffs, problems in some emerging economies, weaker EU economy
- Questions around Irish corporation tax regime (Apple ruling, moves on tax harmonisation in EU, cuts in US/UK rates) could impact FDI. Note that Ireland has the right to set its own tax rates
- Supply constraints in new house building activity, which is recovering at a slow pace with output still at low levels
- Competitiveness issues - high Dublin house prices, high rents, high personal taxes, rising wages
- Credit constraints – tightening of lending rules, on-going deleveraging