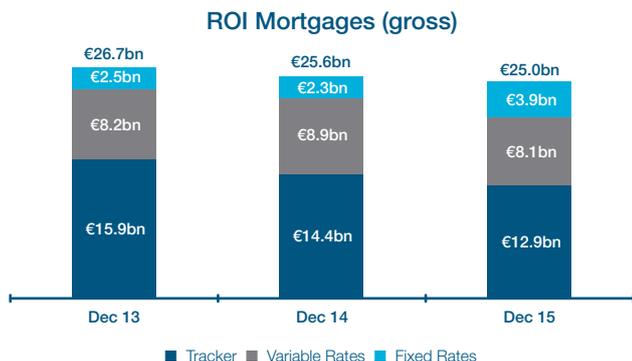


# ROI mortgages: €25bn



- ▶ Trackers reduced by €1.5bn since Dec 14
- ▶ €11.8bn or 91% of trackers at Dec 15 are on a capital and interest repayment basis
  - ▶ 74% of trackers are owner occupier mortgages and 93% of these are on a capital and interest repayment basis at Dec 15 (Dec 14: 92%)
  - ▶ 26% of trackers are Buy to Let mortgages and 85% of these are on a capital and interest repayment basis at Dec 15 (Dec 14: 74%)
- ▶ Margin on ECB tracker mortgages was c.32bps<sup>2</sup> in H2 2015, compared to Group net interest margin (including ECB trackers) of 219bps in 2015

## Market share and margins

	H1-15	H2-15
New Lending Volumes <sup>1</sup>	€0.5bn	€0.9bn
Market share	26%	31%

- ▶ Margins maintained
- ▶ BOI does not sell through broker channel
- ▶ c.75% of customers that take out a new mortgage take out a life assurance policy through BOI Group
- ▶ c.55% of customers that take out a new mortgage take out a general insurance policy through BOI Group with insurance partners

<sup>1</sup> Excludes €0.2bn in respect of IBRC mortgages portfolio acquisitions completed during H1 2015

<sup>2</sup> Average customer pay rate of 112bps less Group average cost of funds in H2 2015 of 80bps