



# The Irish Economic Update:

*Strong rebound underway as vaccine rollout allows re-opening of economy*

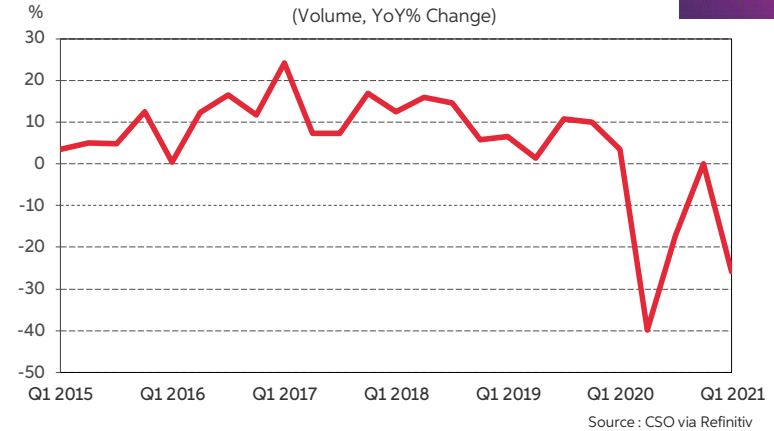
August 2021

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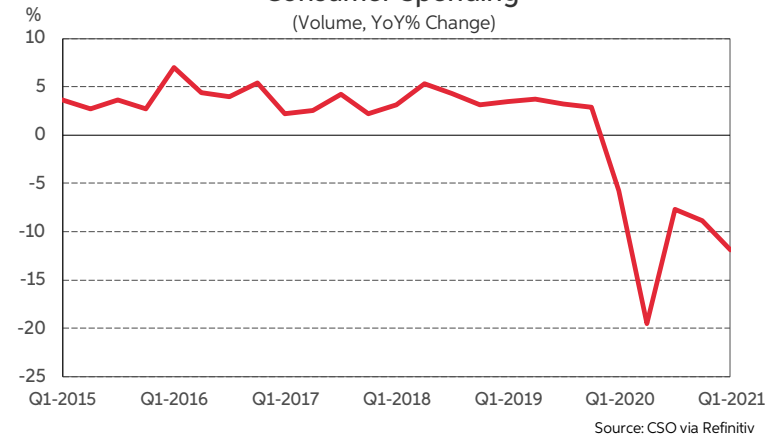
# Lockdown saw domestic economy contract again in Q1

- GDP grew by 5.9% in 2020, with GNP up 3.4%
- Modified final domestic demand fell by 4.9% and modified gross national income fell 3.5% in 2020
- Consumer spending down 10.4% in 2020, fixed investment 3.6%, but 10.9% rise in gov. spending
- Third lockdown in Q1 2021 saw GNP contract by 3% with a 3.5% fall in modified final domestic demand
- Consumer spending fell by 5.9% in Q1, leaving it 11.8% below year earlier levels
- Domestic fixed investment rose by 1.7% in Q1, and was down just 2.1% yoy
- Construction output fell 28% in Q1, down 31.6% yoy, with housing completions falling by 20% yoy
- Transport & Hospitality saw a 4.6% output decline in Q1, leaving it 18% down yoy

Construction Output  
(Volume, YoY% Change)



Consumer Spending  
(Volume, YoY% Change)



# Very strong rebound in activity as restrictions are eased

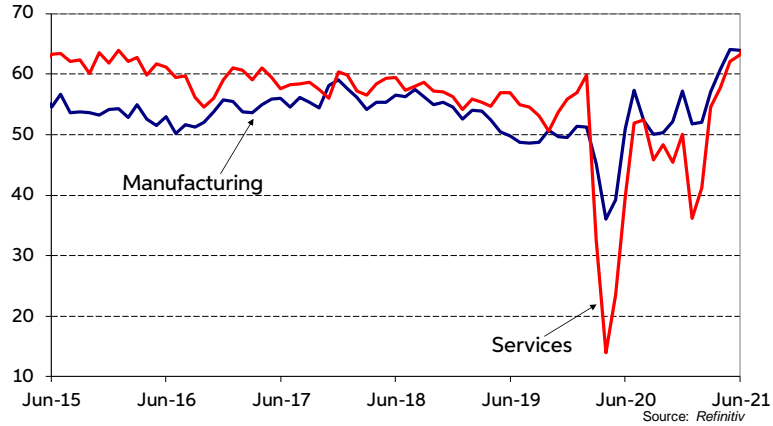


- Restrictions only started being lifted during Q2 after long third lockdown imposed in Q1
- Indicators point to very strong rebound getting underway in Q2 as lockdown ended
- Mfg PMI hit record high of 64.1 in May, at 64.0 in June and 63.3 in July
- Services PMI jumped to twenty year high of 66.6 in July, third month in a row above 60
- Construction PMI soared in May to 66.4 and at 65.0 in June as sector reopened in Q2
- Strong pick-up of 10% in core retail sales in Q2. New car sales rose by over 20% yoy in H1'21
- Tax receipts running ahead of target by 3.4% at end July – and up 13% year-to-date
- Number on PUP scheme falls sharply to 163,000 at end July from a peak of 485,000 in Q1
- Prospects of strong growth in H2 2021 and 2022, with economy now on the rebound
- GDP growth forecast at between 7% and 11% in 2021 and projected at 5% to 7% for 2022
- Inflation accelerating; rises to 1.6% in June from -1.5% last autumn. Could hit 3% later in year
- Spike to prove temporary. HICP rate forecast to average circa 1.5% in 2021, 2022 and 2023

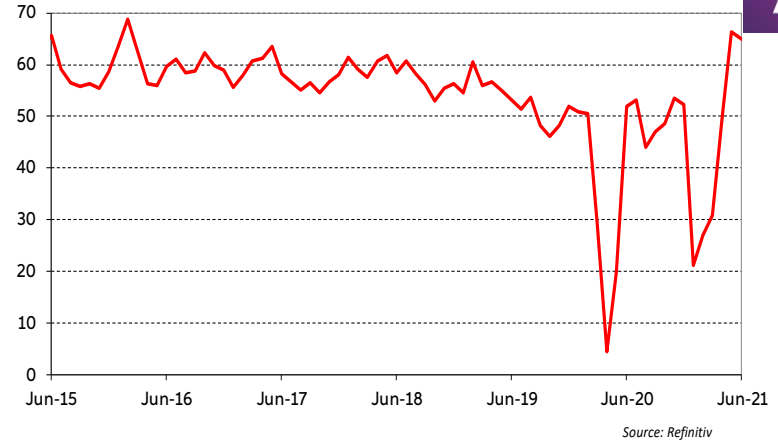
# Indicators pick up strongly after weak start to 2021



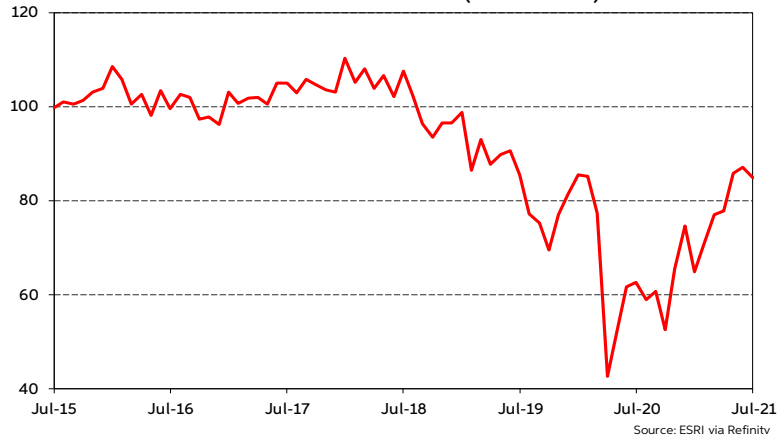
AIB Irish Mfg and Services PMIs



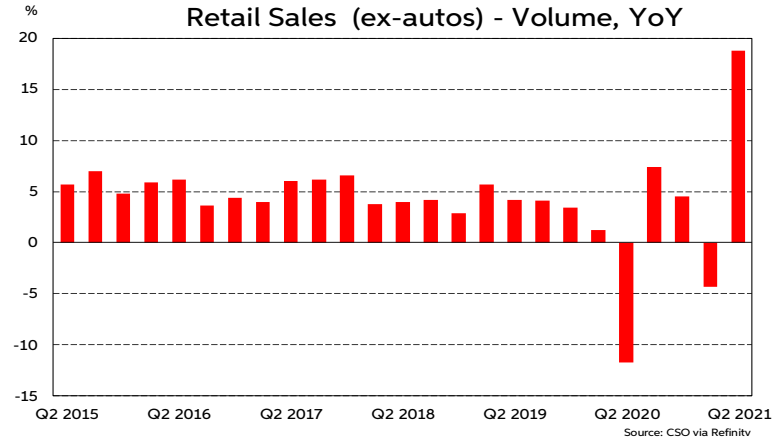
Ulster Bank Construction PMI



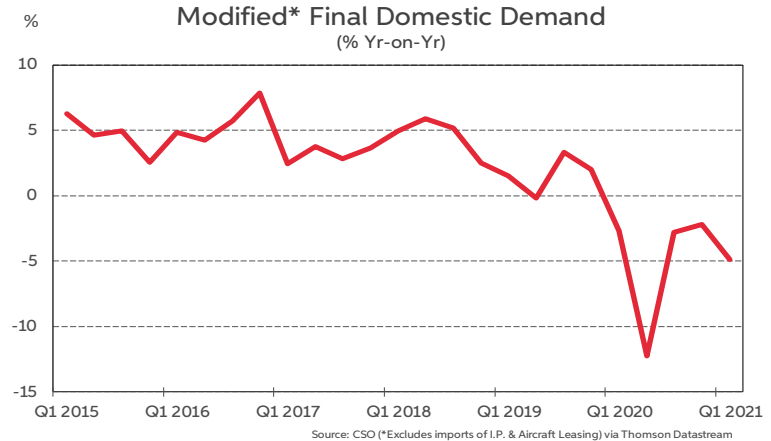
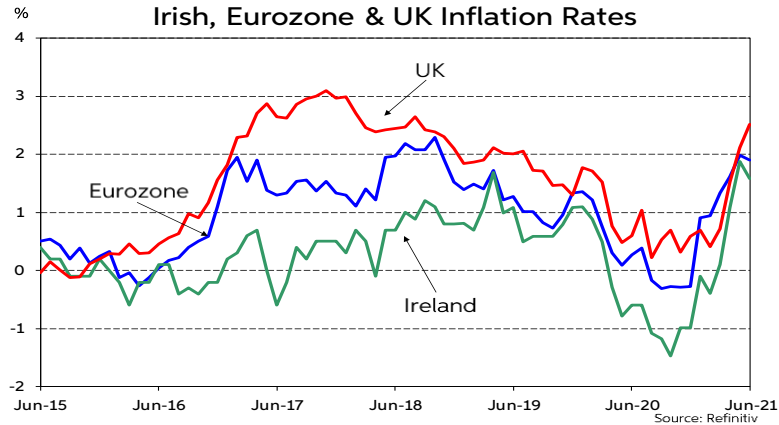
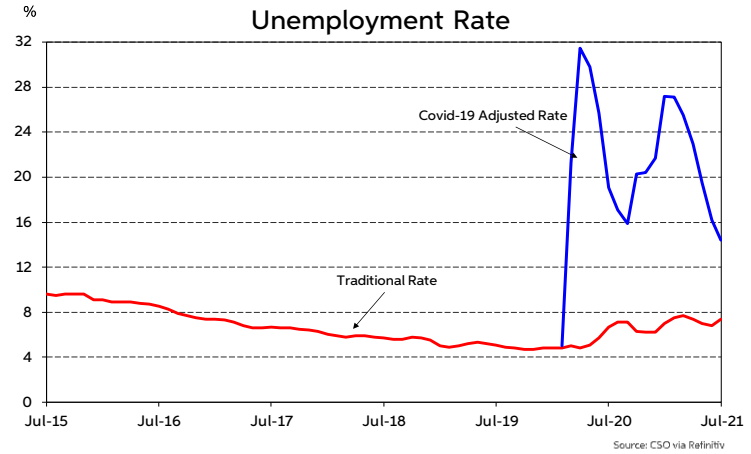
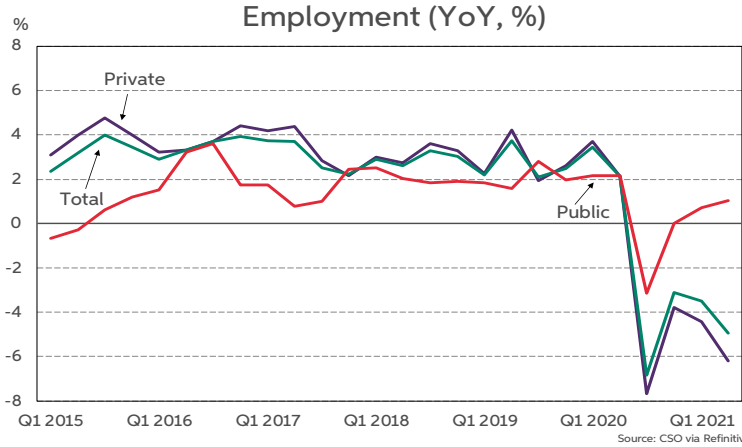
Consumer Confidence (ESRI - KBC)



Retail Sales (ex-autos) - Volume, YoY



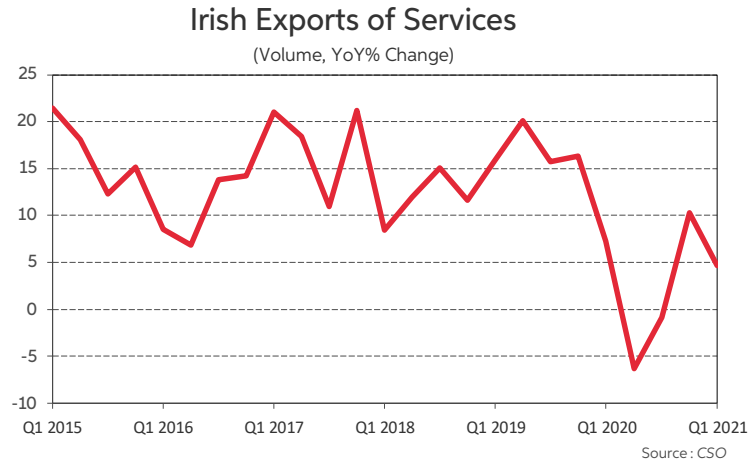
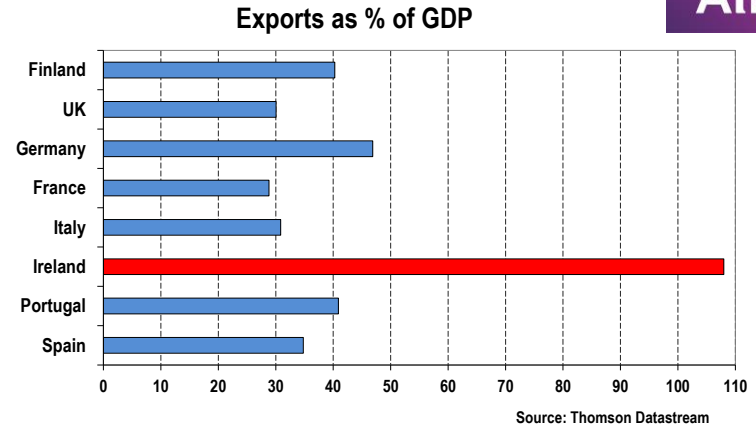
# Unemployment declining, inflation on the rise



# Exports perform very strongly throughout the pandemic



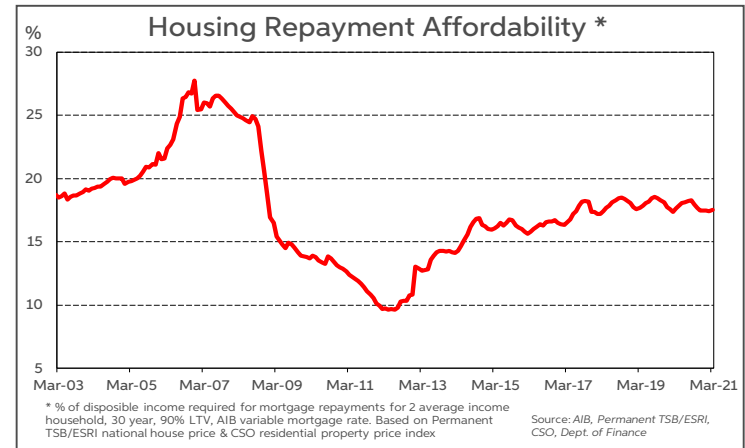
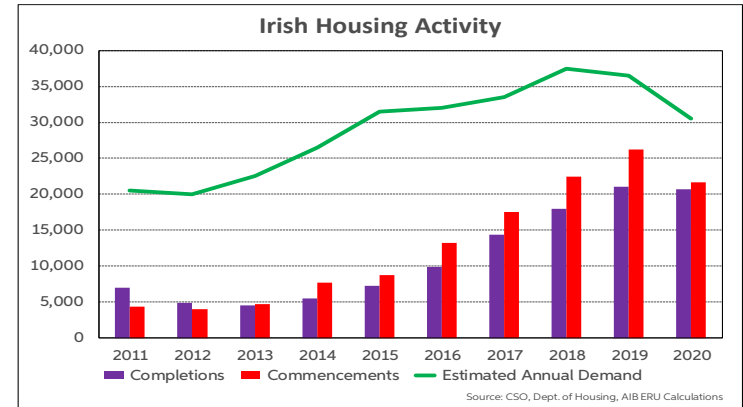
- Ireland a very open economy – exports, driven by large scale FDI, are a huge part of economy
- Exports rise strongly in recent years, helped by large FDI inflows
- Pharma, medical care products, IT equipment, and food & drink are main goods exports
- IT, business, financial and tourism are the main service exports
- Total exports rose by 9.5% in 2020 and were up 14.4% yoy in Q1 2021
- Goods exports up 16.5% in 2020 and 22.4% in Q1'21, fuelled by very big jump in pharma
- Service exports rose by 2.6% in 2020 and were up 4.7% yoy in Q1 2021
- Collapse in earnings from tourism & travel, but computer service exports show strong growth



# House building holds up, while commencements rebound



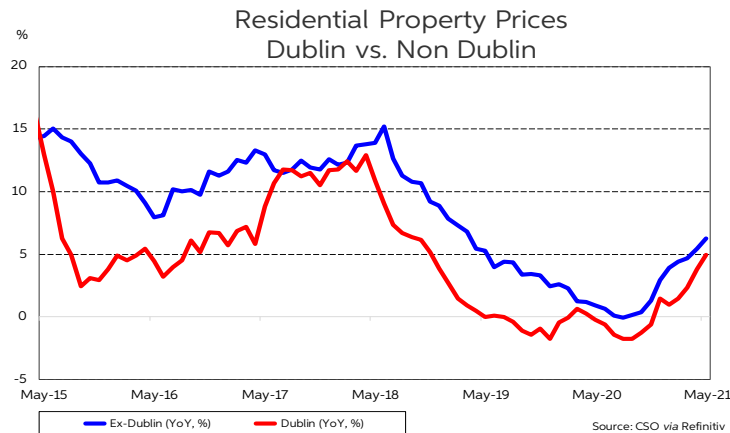
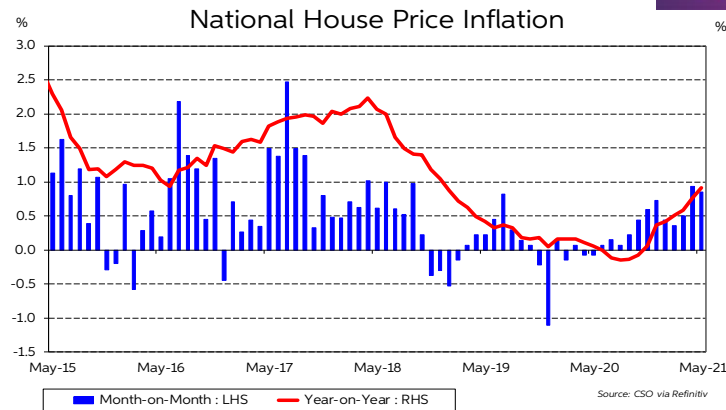
- Total completions amounted to 20,676 in 2020, just 2% down on 2019 level despite a 6-week lockdown
- Planning permissions increased again last year – up 13.5% - but steep fall in Q1 2021 during lockdown
- Commencements fell by over 17% to 21,700 in 2020
- Further sharp fall in commencements in Q1'21, but rebound strongly in April/May as sector reopens
- Smaller than expected fall in completions in Q1 2021 and rebound strongly in Q2. Up 10% yoy in H1 2021
- Completions likely to be near 20,000 in 2021 and should pick up considerably in 2022-23
- Mortgage lending fell by 12% to €8.4bn in 2020
- However, mortgage lending rose over 25% yoy in H1'21
- Forecasts for circa a €10bn mortgage market in 2021
- Housing affordability metrics remain quite stable



# House prices on marked upward trend



- House prices declined by very sharp 55% over 2007-13
- Prices have since recovered strongly; 93% above trough by May 2021, but still 13.5% below 2007 peak
- CSO data show house prices little changed over 2019-20, until starting to move higher in Q4 last year
- Strong rises in house prices in H1'21, with yoy rate accelerating to 5.5% by May
- Non-Dublin prices up 6.2% yoy in May, above Dublin rate of 4.9% yoy, continuing pattern of recent years
- Property websites show big jump in asking prices since mid-2020. Running at 13% yoy in Q2 2021
- Low supply, remote working, strong public/institutional demand, enhanced help-to-buy scheme, rising personal savings, pent-up demand are all supporting house prices
- Rents recover after declining last year. Annual rate running at 3% in June 2021





# 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 2016-2021 – 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 2016-21

Calendar Year	2017	2018	2019	2020	2021
<b>Household Formation</b>	28,000	32,000	31,000	25,000	25,000
<i>of which</i>					
<b>Indigenous Population Growth</b>	18,500	21,000	21,000	17,500	16,000
<b>Migration Flows</b>	9,500	11,000	10,000	7,500	9,000
<b>Headship Change*</b>	0	0	0	0	0
<b>Second Homes</b>	500	500	500	500	500
<b>Replacement of Obsolete Units</b>	5,000	5,000	5,000	5,000	5,000
<b>Estimated Demand</b>	<b>33,500</b>	<b>37,500</b>	<b>36,500</b>	<b>30,500</b>	<b>30,500</b>
<b>Completions</b>	<b>14,400</b>	<b>18,100</b>	<b>21,100</b>	<b>20,700</b>	<b>19,500</b>
<b>Shortfall in Supply</b>	<b>-19,100</b>	<b>-19,400</b>	<b>-15,400</b>	<b>-9,800</b>	<b>-11,000</b>

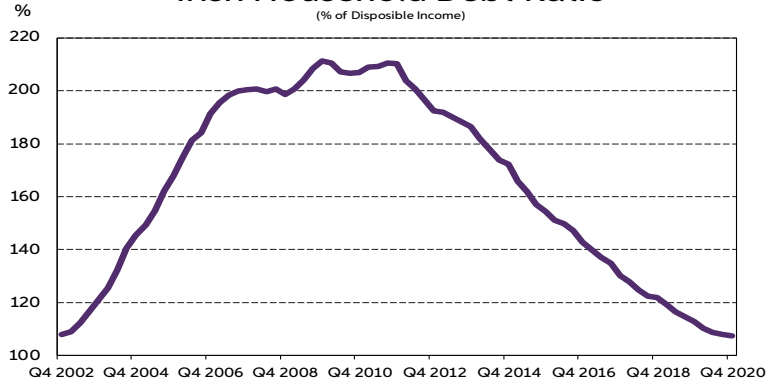
\*Headship is % of population that are heads of households.

Sources: CSO, DoECLG, AIB ERU.

# Private sector deleverages, Gov. debt ratios move higher

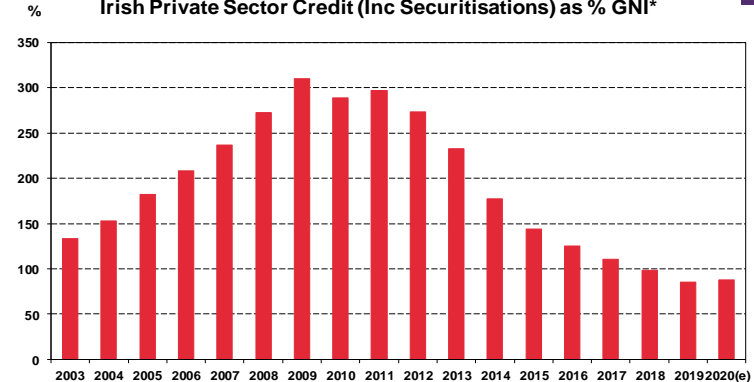


### Irish Household Debt Ratio



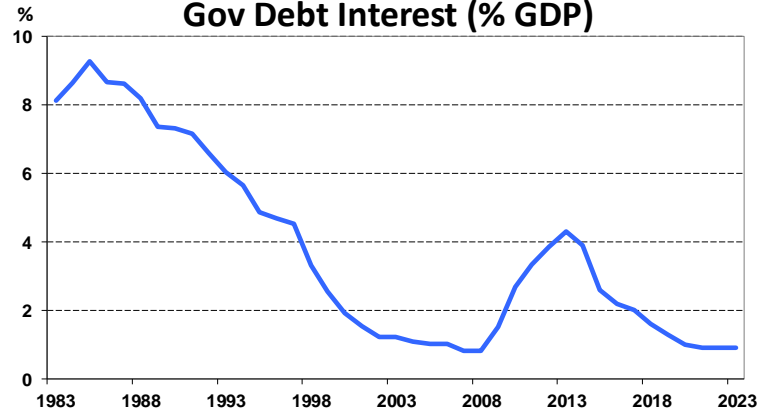
Source: CSO, Central Bank, AIB ERU

### Irish Private Sector Credit (Inc Securitisations) as % GNI\*



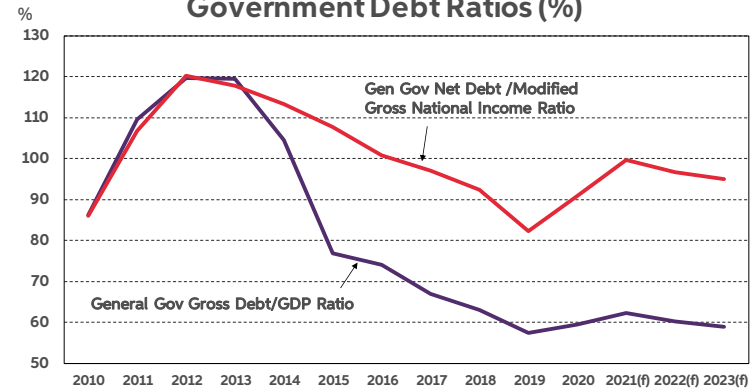
Sources: Central Bank, CSO, AIB ERU Calculations

### Gov Debt Interest (% GDP)



Source: NTMA; Dept of Finance

### Government Debt Ratios (%)

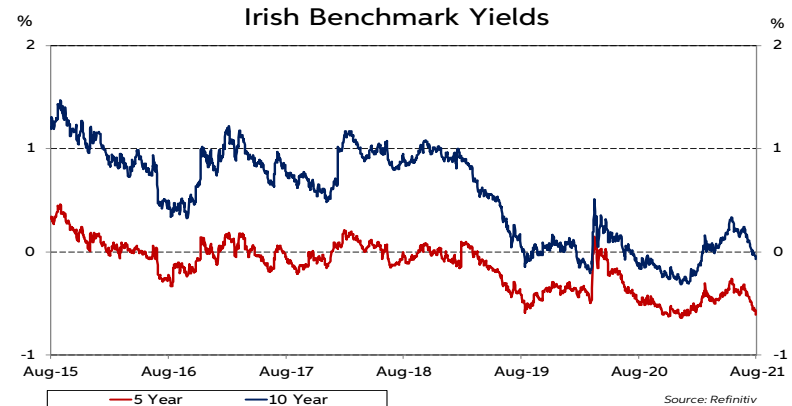
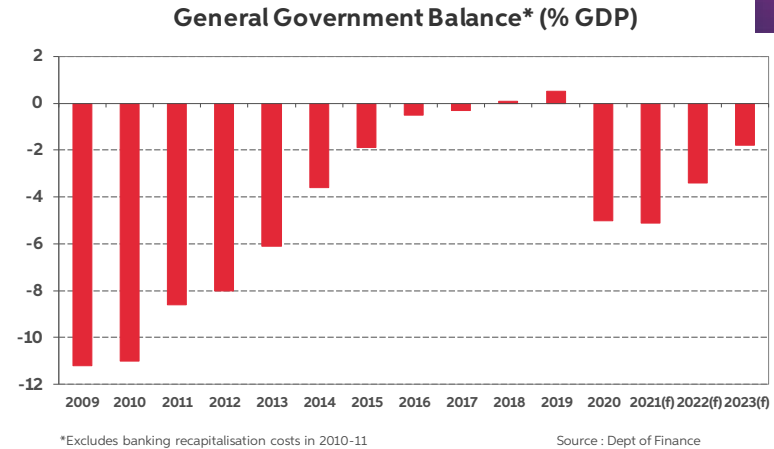


Sources: Dept of Finance, CSO, AIB ERU (Inflated/Distorted GDP figures from 2015)

# Big 2020-21 budget deficits to decline markedly in 2022-23



- Budget deficit fell sharply in last decade, with small surpluses recorded in 2018 and 2019
- However, Covid-19 and efforts to mitigate it saw the public finances deteriorate during 2020
- Tax receipts down 3.5%, spending up 25% in 2020
- General Government budget deficit of €18.4bn in 2020, or 5% of GDP
- Strong rebound in tax receipts in 2021 – up 13%
- Dept. of Finance forecasting another large deficit of circa €20bn in 2021, or 5% of GDP
- Deficit then forecast to fall to 3.4% in 2022 and 1.8% in 2023 as economy recovers
- Gov. Debt ratios had fallen in last decade, but move higher in 2020 and 2021
- Bond yields low and stable despite big jump in budget deficit and large rise in debt issuance
- Ireland's sovereign debt ratings hold steady; S&P at AA-, Fitch at A+, Moody's A2



# Economy was in very strong shape ahead of Covid shock



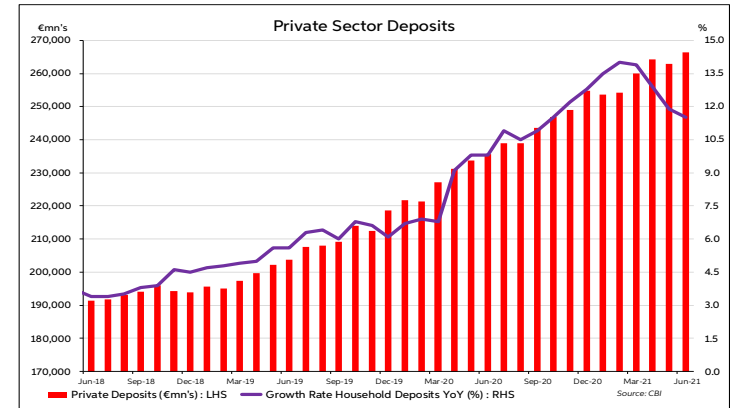
- Economy was in very strong shape ahead of being hit by very deep 2020 Covid recession
- Well balanced, robust underlying growth of circa 5% per annum over 2013-19 period
- Large inflows of FDI and strong export growth remain key features of the economy
- Strong jobs growth, averaging over 3% per annum during the period 2013-19
- Unemployment rate fell from 16% in early 2012 to below 5% in H2 2019
- Budget deficit eliminated quicker than expected. Public finances in surplus in 2018/19
- Major deleveraging by private sector, including households, during the past decade
- Sound financial system, with well capitalised banks
- Stable housing market - moderate growth in mortgage market and house prices pre-Covid
- Very low, stable CPI inflation of below 1% over 2013-19 period
- Balance of payments returned to large surplus

# Elements in place for strong rebound by Irish economy



- Key ingredients in place for a strong rebound by Irish economy from mid-2021 onwards
- Rollout of vaccines allows economies reopening here and elsewhere – very high Irish vaccination rates
- World economy rebounding strongly, which augurs well for export orientated countries like Ireland
- House building to pick up in coming years from still low output levels – big focus of government policy
- Fiscal policy can remain supportive of growth -DoF forecasts provide for increased core spending
- Activity aided by continuing very low interest rates
- Economy has deleveraged; low private sector debt
- Large build-up in private savings in 2020-Q1'21 will help fuel strong growth in domestic spending
- Strong growth forecast for 2021-22, though wide range for GDP projections

OECD GDP Forecasts (June 2021)			
% Vol	2020	2021	2022
World	-3.5	5.8	4.4
OECD	-4.8	5.3	3.8
US	-3.5	6.9	3.6
Eurozone	-6.7	4.3	4.4
UK	-9.9	7.2	5.5
Japan	-4.7	2.6	2.0



# AIB Irish Economic Forecasts



<i>% change in real terms unless stated</i>	2019	2020	2021 (f)	2022 (f)	2023 (f)
<b>GDP</b>	<b>4.9</b>	<b>5.9</b>	<b>8.0</b>	<b>5.5</b>	<b>4.0</b>
<b>GNP</b>	5.0	3.4	5.5	5.0	3.5
<b>Modified Final Domestic Demand</b>	<b>1.7</b>	<b>-4.9</b>	<b>4.0</b>	<b>5.3</b>	<b>3.7</b>
<b>Personal Consumption</b>	3.3	-10.4	3.7	7.5	4.0
<b>Government Spending</b>	7.1	10.9	1.7	-1.5	1.0
<b>Fixed Investment*</b>	99.5	-23.0	-40.0	7.0	5.0
<b>Exports</b>	10.4	9.5	9.5	5.2	4.5
<b>Imports*</b>	41.7	-7.4	-9.5	5.2	4.5
<b>HICP Inflation (%)</b>	0.9	-0.5	1.6	1.6	1.5
<b>Unemployment Rate (Estimated %)</b>	<b>5.0</b>	<b>10.4</b>	<b>11.0</b>	<b>8.2</b>	<b>6.9</b>
<b>Budget Balance (% GDP)</b>	0.5	-5.0	-5.0	-3.4	-1.8
<b>Gross General Gov Debt (% GDP)</b>	57.4	59.5	60.3	59.0	58.0

\*Data very distorted by aircraft and intangibles (IP)

Source: CSO, D/Finance; AIB ERU Forecasts

# Brexit: The EU-UK Trade & Cooperation Agreement



## The Trade Deal:

- EU and UK finally agreed on a trade deal before end 2020, thereby allow for continuing tariff-free and quota-free trade in goods
- However, the FTA is much inferior to the EU Single Market, involves a lot of extra admin costs and delays at ports – it marks an end to frictionless UK-EU trade
- The FTA is unique in that it increases trade barriers– new customs procedures, compliance with onerous rules of origin requirements, documentary evidence needed to move goods
- Agri-food products may require export health certs and veterinary inspections at borders
- FTA does not extend to services. Financial services not given equivalence/passporting rights

## The Fall-Out:

- Irish PMI surveys show firms reporting considerable import delays at ports, with longer supply chains and higher admin costs as a result of Brexit
- Estimated that higher trade costs will knock circa 0.5% off UK/RoI annual GDP growth rate in next few years
- UK not fully implementing all customs checks until 2022 when Irish exporters to GB will see impact
- Issues with NI protocol and GB-NI trade flows – Customs declarations, regulatory checks, political impact

# Ireland's 12.5% Corporate Tax regime at risk



## Importance of FDI:

- Some 1,600 multinational companies are based in Ireland, accounting for over 250,000 in direct employment or about 18% of total jobs in terms of direct and indirect employment.
- Corporation tax accounts for €12bn or circa 20% of total tax revenue... 80% of this comes from MNCs

## Threats to Ireland's Corporate Tax Regime:

- Ireland's relatively low & stable 12.5% corporate tax rate has been seen as key cornerstone in attracting FDI
- OECD seeking to introduce a minimum global corporate tax rate. Move is being supported by most countries. Move to set a minimum rate of 15%, which is not that far above the Irish rate
- President Biden initially proposed 21% global minimum tax rate for US companies, up from the current 10.5%. He may instead now move in line with OECD and opt for a 15% rate
- OECD also planning other changes whereby larger multinationals, mainly digital, would pay some taxes on profits in countries where they make sales, rather than where they are based- proposal to apply it to 20% of their sales

## Major Uncertainties Remain:

- DoF has allowed for a €2bn hit to Irish corporation tax receipts by 2025 from likely changes to tax system
- Uncertainty remains as (1) still unclear what minimum US global rate will be – needs to be approved by Congress (2) Ireland seeking clarity that proposed minimum 15% global corporate tax will not be any higher (3) unclear what sectors/companies the digital tax on 20% of sales will apply (4) No indication on when changes would take effect
- Irish government holding out at present on moving from 12.5% corporate tax rate given all these uncertainties



# Ireland has other advantages besides low tax rate



## Ireland will remain attractive FDI location:

- Big multinationals will still need to retain large global operations, whatever happens in the tax field
- US companies require employees with language skills to service European customers in European time zone
- English speaking country with common law system remains key attraction of Ireland for US companies
- Ireland's main competitor for FDI has been UK, but it is now out of EU, Single Market & Customs Union
- Strong talent pool of internationally mobile, highly skilled, well educated workers (17% of workforce is non-Irish)
- Key industries have large presence in Ireland, with its strong pro-enterprise culture, leading R&D and innovation

## Change is coming, but FDI inflows continue:

- Irish Finance Minister has conceded that a “period of significant change is coming”
- Could see agreement on new global corporate tax regime reached later this year, but ratification is not guaranteed
- Tax changes usually phased in after a number of years
- Big rises in corporate tax rates in the pipeline for major economies (proposal to raise US rate from 21% to 28%; UK going from 19% to 25% in 2023). Thus, even if it is raised, Ireland's rate will likely remain comparatively low
- Strong inflow of FDI continues in 2021 (Intel, Stripe) despite moves to change global corporate tax rules

# Reprise of risks to the Irish economy



- Main near term risk is still Covid-19 – concerns about new variants
- Virus could leave lasting scarring effects – high business failures & bad debts, job losses
- Very open nature of Irish economy means it is exposed to any weakening in global economy
- Changed EU-UK trading relationship may yet negatively impact some Irish industries
- Questions around Ireland’s corporation tax regime (pressure for tax harmonisation in EU, OECD digital tax/minimum tax rate proposals, changes to US overseas corporate tax rate)
- Supply constraints in new house building activity, with output still at very low levels
- Competitiveness issues - high house prices, high rents, high personal taxes, high wages
- Credit constrained – tight lending rules, on-going deleveraging, weak credit demand

Note: All Irish data in tables are sourced from the CSO unless otherwise stated. Non-Irish data are from the IMF, OECD and Thomson Financial. Irish forecasts are from AIB Economic Research Unit. This presentation is for information purposes and is not an invitation to deal. The information is believed to be reliable but is not guaranteed. Any expressions of opinions are subject to change without notice. This presentation is not to be reproduced in whole or in part without prior permission. In the Republic of Ireland it is distributed by Allied Irish Banks, p.l.c. In the UK it is distributed by Allied Irish Banks, plc and Allied Irish Banks (GB). In Northern Ireland it is distributed by Allied Irish Bank Northern Ireland (NI). In the United States of America it is distributed by Allied Irish Banks, plc. Allied Irish Banks, p.l.c. is regulated by the Central Bank of Ireland. Allied Irish Bank (GB) and Allied Irish Bank (NI) are trade marks used under licence by AIB Group (UK) p.l.c. (a wholly owned subsidiary of Allied Irish Banks, p.l.c.), incorporated in Northern Ireland. Registered Office 92 Ann Street, Belfast BT1 3HH. Registered Number NI 018800. Authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority. In the United States of America, Allied Irish Banks, p.l.c., New York Branch, is a branch licensed by the New York State Department of Financial Services. Deposits and other investment products are not FDIC insured, they are not guaranteed by any bank and they may lose value. Please note that telephone calls may be recorded in line with market practice.