



AIB CORPORATE BANKING, HEALTHCARE

The Healthcare Team at AIB Corporate Banking has gained a reputation for partnership among public and private healthcare businesses. That reputation has emerged because of the team's ability to provide bespoke and specialist finance solutions for their customers.



Mary-Clare Roche-Nagle, Director - Healthcare, highlights the sectoral focus of the Team. "Our focus on customers helps us to understand the ever-evolving industry features so that we can structure funding packages and add value to the relationship with our customers. We develop strategic partnerships with our customers to support their businesses into the future".

A Relationship Manager is introduced to each healthcare customer to act as a 'one-stop-shop'. Tanya Twomey, Director - Healthcare, says: "your Relationship Manager is supported by product specialists. The services they provide range from day to day banking services; financing packages for expansion, acquisitions, capital expenditure, asset finance, trade finance, foreign exchange and hedging products. "We can offer the complete package of funding options from Senior and Mezzanine debt, Equity solutions, and Corporate Finance advisory services" adds Tanya.

Despite the COVID-19 pandemic, the AIB Corporate Banking Healthcare Team has supported the sector with more than €220m in new lending across primary care, nursing homes, hospitals and mental health since March 2020.

They have also been involved in other healthcare initiatives in the fight against COVID-19 which included their pledge of €2.4m

for the establishment of a dedicated Research Hub at Trinity College Dublin to urgently accelerate the college's immunology project to tackle the virus. The AIB COVID-19 Research Hub is playing a critical role in the delivery of the Trinity COVID-19 Immunology Project. Furthermore, the Healthcare team provided ESG funding to a start-up technology firm, Cliffrun Health, supporting the deployment of virtual ward technology in the community to support care and convalescence remotely.

"We are very proud to be involved in such an important and dynamic sector which has a real tangible effect on individuals and families. Our activity and contribution to the sector also supports our sustainability pledge to do more for the environment as much of the new lending for modern infrastructure classifies as 'green lending', which has a further positive effect." outlines Tanya.

"Healthcare is a necessity, and while challenged on multiple fronts as a result of COVID-19, it is also clear that there will remain growth opportunities. We expect to see aspects of Sláintecare accelerated and we will continue to support the delivery of much needed high quality, modern healthcare infrastructure for our communities nationally. We are passionate about healthcare and strive to provide every support for our customers," concludes Mary-Clare.