



BANKING

Isle of Man Banking Sector

Review of Accounts 2009

FINANCIAL SERVICES



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Introduction

This survey, the fifteenth in the series, is intended to serve as a useful benchmarking tool for assessing a particular licenceholder's basic financial performance against other institutions of a similar size.

The statistics are calculated from information extracted from the financial statements of the institutions. A list of licenceholders included within the survey, together with reasons why particular licenceholders are excluded from this exercise, is given on page 4.

The licenceholders are grouped into five sections according to asset size, as follows:

- Greater than £500 million
- Between £250 million and £500 million
- Between £100 million and £250 million
- Between £50 million and £100 million
- Less than £50 million.

The following performance measures have been calculated:

- Total assets
- Return on capital employed
- Profit after tax
- Profit before tax
- Cost/income ratio
- Capital and reserves
- Net interest margin

The basis of calculation of these statistics is included on page 3. Whilst all reasonable steps have been taken to ensure the accuracy of the information contained in the review, the extent of information included within annual financial statements varies considerably. Consequently, KPMG LLC cannot accept any responsibility for any errors or omissions contained within this document.

Definitions of terms and statistics

Return on capital employed (ROCE)

Profit after taxation divided by total shareholders' funds plus any long term debt instruments, expressed as a percentage.

Cost/income ratio

Operating costs divided by operating income expressed as a percentage.

Net interest margin

Net interest income divided by gross interest income expressed as a percentage.

Net interest income

Gross interest receivable less gross interest payable.

Total assets

Total of all assets.

Capital and reserves

Total of share capital, share premium, retained profit and any other reserves held.

Profit before taxation

Profit for the year after taxation, but after any exceptional or extraordinary items.

Profit after taxation

Profit for the year after taxation but before dividends.

Operating costs

Total of all expense items excluding interest payable and exceptional items.

Operating income

Net interest income plus other income.

Licenceholders

- * Abbey National Plc
 - * AIB Bank (CI) Limited
 - Alliance & Leicester International Limited
 - * Alliance & Leicester Plc
 - Anglo Irish Bank Corporation (International) Plc (formerly Anglo Irish Bank Corporation (I.O.M.) Plc)
 - 1 Bank of Bermuda (Isle of Man) Limited
 - Bank of Ireland (I.O.M.) Limited
 - * Bank of Scotland International Limited
 - * Bank of Scotland Plc
 - * Barclays Bank Plc
 - Barclays Private Bank & Trust (Isle of Man) Limited
 - Barclays Private Clients International Limited
 - * BNP Paribas Securities Services Custody Bank Limited
 - 2 # BNP Paribas Trust Company (IOM) Limited
 - Bradford & Bingley International Limited
 - Britannia International Limited
 - Cayman National Bank and Trust Company (Isle of Man) Limited
 - Celtic Bank Limited
 - Close Bank (Isle of Man) Limited
 - 2 Close Trustees (Isle of Man) Limited
 - Conister Trust Limited
 - Duncan Lawrie (IOM) Limited
 - Fairbairn Private Bank (IOM) Limited
 - Habib European Bank Limited
 - * HSBC Bank International Limited
 - * HSBC Bank Plc
 - 1 HSBC Custody Services (Isle of Man) Limited
 - Irish Nationwide (IOM) Limited
 - Irish Permanent (IOM) Limited
 - Isle of Man Bank Limited
 - * Lloyds TSB Offshore Limited
 - * Merrill Lynch Bank and Trust Company (Cayman) Limited
 - Nationwide International Limited
 - RBS Coutts Bank (Manx) Limited
 - Standard Bank Isle of Man Limited
 - * The Co-operative Bank Plc
 - * The Royal Bank of Scotland International Limited
 - * The Royal Bank of Scotland Plc
 - * The Standard Bank of South Africa Limited
 - Zurich Bank International Limited
- * Excluded - branch operation
- # Figures in respect of BNP Paribas Trust Company (IOM) Ltd were not available for the year ended 31 December 2008
- 1 Restricted licence held at year ended 31 December 2008.
- 2 Licence converted from a banking licence to trust services on 1 January 2009.

Licenceholders (continued)

Financial statements prepared under United Kingdom GAAP

Alliance & Leicester International Limited
Bank of Ireland (I.O.M.) Limited
Cayman National Bank and Trust Company (Isle of Man) Limited
Celtic Bank Limited
Close Bank (Isle of Man) Limited
Close Trustees (Isle of Man) Limited
Habib European Bank Limited
Irish Nationwide (IOM) Limited
RBS Coutts Bank (Manx) Limited
Zurich Bank International Limited

Financial statements prepared under International Financial Reporting Standards

Anglo Irish Bank Corporation (International) Plc (formerly Anglo Irish Bank Corporation (I.O.M.) Plc)
Bank of Bermuda (Isle of Man) Limited
Barclays Private Bank & Trust (Isle of Man) Limited
Barclays Private Clients International Limited
Bradford & Bingley International Limited
Britannia International Limited
Conister Trust Limited
Duncan Lawrie (IOM) Limited
Fairbairn Private Bank (IOM) Limited
HSBC Custody Services (Isle of Man) Limited
Irish Permanent (IOM) Limited
Isle of Man Bank Limited
Nationwide International Limited
Standard Bank Isle of Man Limited

Figures not available in respect of the year ended 31 December 2008

BNP Paribas Trust Company (IOM) Limited

For the purposes of this report, we have not made any adjustments to published figures in order to assess comparability between banks with different accounting policies.

Total Assets

Licenceholders

Ranking

	2008	2007	2006	2005	2004
Barclays Private Clients International Ltd	1	1	1	1	1
RBS Coutts Bank (Manx) Ltd	2	2	2	2	3
Anglo Irish Bank Corporation (International) PLC (formerly Anglo Irish Bank Corporation (IOM) PLC)	3	3	4	5	5
Nationwide International Ltd	4	5	7	9	10
Bank of Ireland (IOM) Ltd	5	6	6	6	9
Alliance & Leicester International Ltd	6	7	5	4	4
Irish Nationwide (IOM) Ltd	7	10	10	10	8
Isle of Man Bank Limited	8	8	8	8	6
Bradford & Bingley International Ltd	9	4	3	3	2
Britannia International Ltd	10	9	9	7	7
Standard Bank Isle of Man Ltd	11	11	11	11	11
Irish Permanent (IOM) Ltd	12	16	18	18	20
Fairbairn Private Bank (IOM) Limited	13	13	13	12	14
Celtic Bank Ltd	14	14	12	13	19
Barclays Private Bank & Trust (Isle of Man) Ltd	15	17	16	15	17
Close Bank (Isle of Man) Ltd	16	15	17	17	18
Zurich Bank International Ltd	17	18	20	21	24
Duncan Lawrie (IOM) Ltd	18	19	19	20	22
Habib European Bank Ltd	19	20	21	22	23
Conister Trust Limited	20	21	22	23	25
Cayman National Bank & Trust Company (IOM) Limited	21	22	24	24	27
Bank of Bermuda (Isle of Man) Ltd	22	23	23	19	13
HSBC Custody Services (Isle of Man) Limited	23	24	25	27	n/a
Close Trustees (Isle of Man) Limited	24	25	26	n/a	n/a
BNP Paribas Trust Company (IOM) Limited	#	#	27	28	31
Kaupthing Singer & Friedlander (Isle of Man) Ltd	n/a	12	14	14	15
The Derbyshire (Isle of Man) Ltd	n/a	n/a	15	16	16
AIB Bank (Isle of Man) Ltd	n/a	n/a	n/a	n/a	12
Ulster Bank (Isle of Man) Ltd	n/a	n/a	n/a	n/a	21
NBIOM Limited	n/a	n/a	n/a	25	26
First Trust Bank (IOM) Ltd	n/a	n/a	n/a	n/a	28
HSBC Trustee (Isle of Man) Limited	n/a	n/a	n/a	26	29
HSBC Trust Corporation (Isle of Man) Ltd	n/a	n/a	n/a	n/a	30

#Figures in respect of BNP Paribas Trust Company (IOM) Limited were not available for the years ended 31 December 2008 and 31 December 2007.

Assets greater than £500m

	2008 £'000	Growth %	2007 £'000	Growth %	2006 £'000	Growth %	2005 £'000	Growth %	2004 £'000	Growth %	Notes
Barclays Private Clients International Ltd	21,475,352	9	19,674,515	18	16,616,300	5	15,834,617	1	15,712,400	8	5a
RBS Coutts Bank (Manx) Ltd	5,835,932	10	5,305,424	25	4,261,269	11	3,833,769	47	2,603,844	30	1
Anglo Irish Bank Corporation (International) PLC (formerly Anglo Irish Bank Corporation (IOM) PLC)	4,291,064	-10	4,746,038	54	3,075,789	59	1,928,757	33	1,454,328	19	5b
Nationwide International Ltd	3,693,564	34	2,760,333	59	1,731,605	26	1,376,408	68	821,330	10	5b
Bank of Ireland (IOM) Ltd	2,996,958	9	2,750,181	48	1,853,152	-3	1,907,346	82	1,050,291	-10	4
Alliance & Leicester International Ltd	2,114,770	-19	2,625,686	-9	2,896,931	25	2,320,267	30	1,790,024	7	
Irish Nationwide (IOM) Ltd	2,020,369	44	1,402,858	1	1,386,092	6	1,309,945	22	1,070,071	42	
Isle of Man Bank Limited	1,810,488	6	1,711,348	1	1,688,681	19	1,415,501	0	1,421,341	-6	5a
Bradford & Bingley International Ltd	1,776,940	-42	3,052,902	-13	3,504,256	14	3,072,816	17	2,630,080	7	5a
Britannia International Ltd	1,363,198	-19	1,686,690	7	1,574,663	5	1,496,217	29	1,161,084	12	5a
Standard Bank Isle of Man Ltd	1,213,443	21	999,405	16	861,158	-14	1,004,439	26	797,521	54	5b
Irish Permanent (IOM) Ltd	717,029	130	311,707	22	255,770	8	235,747	38	171,263	11	5b
Fairbairn Private Bank (IOM) Limited	604,874	7	563,665	7	524,973	2	516,780	3	499,713	3	5a
	49,913,981		47,590,752		40,230,639		36,252,609		31,183,290		

Assets between £250m - £500m

	2008 £'000	Growth %	2007 £'000	Growth %	2006 £'000	Growth %	2005 £'000	Growth %	2004 £'000	Growth %	Notes
Celtic Bank Ltd	492,750	3	480,027	-15	561,956	9	515,562	108	248,304	27	
Barclays Private Bank & Trust (Isle of Man) Ltd	350,408	18	297,761	-5	313,030	-6	332,277	9	304,781	17	5a
Close Bank (Isle of Man) Ltd	319,785	-1	324,536	15	282,780	-1	286,293	13	252,667	31	
Zurich Bank International Ltd	289,559	21	239,764	138	100,612	1	99,469	39	71,785	-46	
	1,452,502		1,342,088		1,258,378		1,233,601		877,537		

Assets between £100m - £250m

	2008 £'000	Growth %	2007 £'000	Growth %	2006 £'000	Growth %	2005 £'000	Growth %	2004 £'000	Growth %	Notes
Duncan Lawrie (IOM) Ltd	174,279	21	144,136	13	127,614	18	107,998	20	90,058	1	5a
Habib European Bank Ltd	106,211	29	82,214	-10	91,388	22	74,635	3	72,437	-5	
	280,490		226,350		219,002		182,633		162,495		

Assets between £50m - £100m

	2008 £'000	Growth %	2007 £'000	Growth %	2006 £'000	Growth %	2005 £'000	Growth %	2004 £'000	Growth %	Notes
Conister Trust Limited	77,271	-5	81,289	20	67,807	7	63,601	0	63,745	9	5c
Cayman National Bank & Trust Company (IOM) Limited	52,342	80	29,133	90	15,312	8	14,160	-28	19,743	-13	
	129,613		110,422		83,119		77,761		83,488		

Assets less than £50m

	2008 £'000	Growth %	2007 £'000	Growth %	2006 £'000	Growth %	2005 £'000	Growth %	2004 £'000	Growth %	Notes
Bank of Bermuda (Isle of Man) Ltd	8,814	-66	26,238	5	24,989	-83	150,353	-70	507,227	-5	5a
HSBC Custody Services (Isle of Man) Limited	5,080	-21	6,437	9	5,881	7	5,521	n/a	n/a	n/a	2, 5a
Close Trustees (Isle of Man) Limited	3,932	-2	4,009	32	3,038	n/a	n/a	n/a	n/a	n/a	6
BNP Paribas Trust Company (IOM) Limited	n/a	n/a	n/a	n/a	2,650	135	1,127	5	1,074	2	
	17,826		36,684		36,558		157,001		508,301		

Licences no longer held

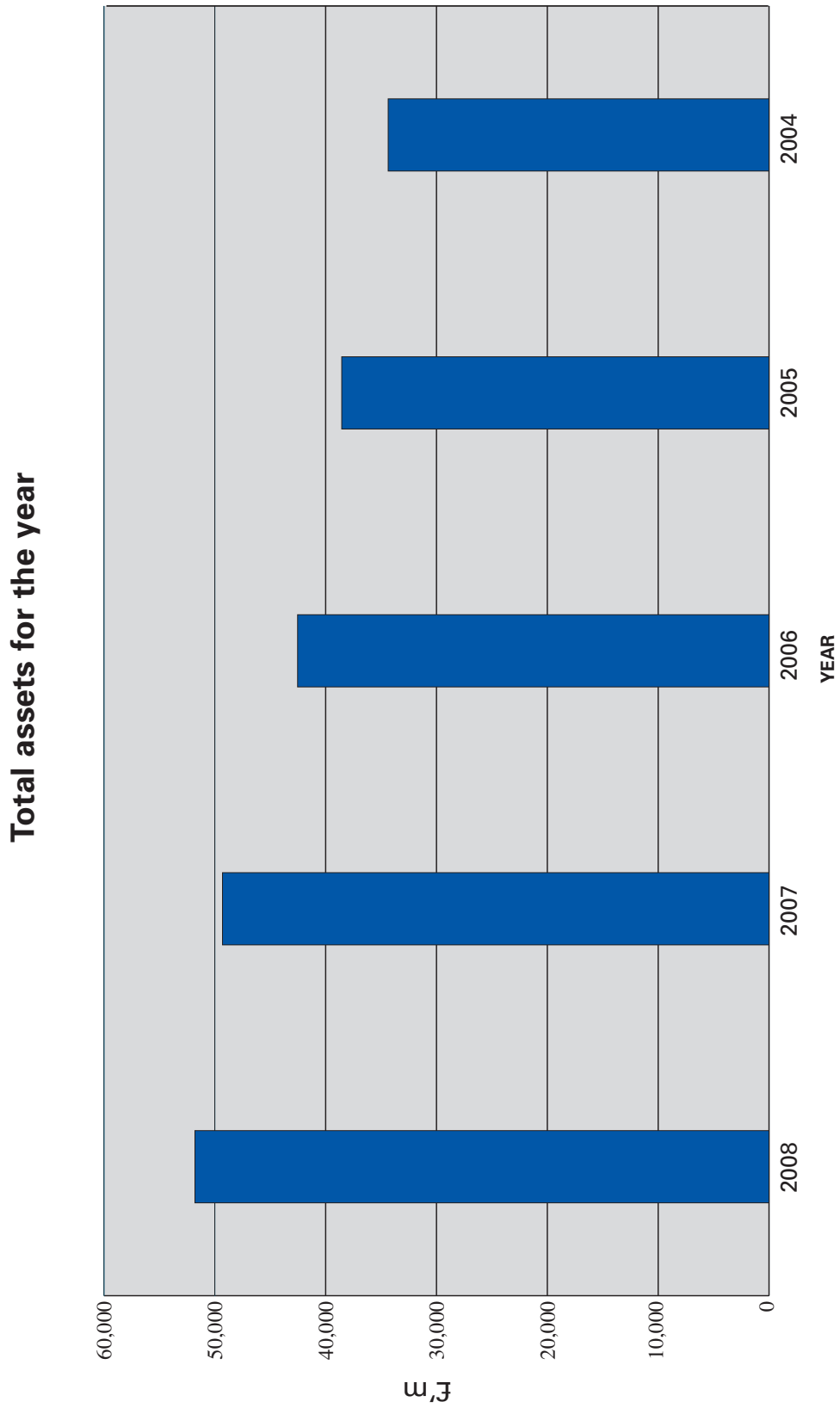
	2008 £'000	Growth %	2007 £'000	Growth %	2006 £'000	Growth %	2005 £'000	Growth %	2004 £'000	Growth %	Notes
Kaupthing Singer & Friedlander (Isle of Man) Ltd	n/a	0	840,091	116	388,574	15	338,073	8	312,521	6	5a, 8
Knockdara Limited (formerly The Derbyshire (Isle of Man) Ltd)	n/a	0	n/a	0	316,356	9	291,268	-6	309,183	-10	7
AIB Bank (Isle of Man) Ltd	n/a	0	n/a	0	n/a	0	n/a	n/a	700,159	22	
Ulster Bank (Isle of Man) Ltd	n/a	0	n/a	0	n/a	0	n/a	n/a	160,277	-23	
NBIOM Limited	n/a	0	n/a	0	n/a	0	10,090	-75	40,741	-57	3
First Trust Bank (IOM) Ltd	n/a	0	n/a	0	n/a	0	n/a	n/a	10,841	-6	
HSBC Trustee (Isle of Man) Limited	n/a	0	n/a	0	n/a	0	7,224	18	6,101	-5	5a
HSBC Trust Corporation (Isle of Man) Ltd	n/a	0	n/a	0	n/a	0	n/a	n/a	4,291	0	
	-		840,091		704,930		646,655		1,544,114		

	2008 £ million	2007 £ million	2006 £ million	2005 £ million	2004 £ million
TOTAL FOR YEAR	51,794	49,306	42,533	38,550	34,359

Notes

- The financial statements of RBS Coutts Bank (Manx) Limited are denominated in Swiss Francs. These have been converted to at 2008 - SwFr1.5286:£1; 2007 - SwFr1.5286:£1; 2006 - SwFr 2.2498:£1; 2005 - SwFr 2.3890:£1; 2004 - SwFr 2.1832:£1.
- HSBC Custody Services (Isle of Man) Limited obtained a banking licence during 2005, being incorporated on 15 February 2005 and was dissolved on 12 February 2007.
- Northern Bank (Isle of Man) Limited changed its name to NBIOM Limited and was dissolved on 15 February 2005 and filing its first accounts for the period 15 February 2005 to 31 December 2005.
- During the year ended 31 March 2005 the Bank of Ireland Group centralised its offshore business by creating one offshore head office with a branch. For many years Bank of Ireland Group has operated a business in Guernsey, Bristol & West International Limited (BWIL). During 2005, customers of BWIL were invited to migrate their accounts to a new Guernsey branch of Bank of Ireland (I.O.M) Limited. On 16 January 2005 the company was granted a licence by the Guernsey Financial Services Commission to operate a branch in Guernsey and all consenting customers of BWIL were migrated to the branch.
- The 2005 figures are presented under International Financial Reporting Standards for the first time. Prior year figures have not been restated for the purposes of the survey.
- The 2006 figures are presented under International Financial Reporting Standards for the first time. Prior year figures have not been restated for the purposes of the survey.
- The 2007 figures are presented under International Financial Reporting Standards for the first time. Prior year figures have not been restated for the purposes of the survey.
- 2008 and 2007 figures not available in respect of BNP Paribas Trust Company (IOM) Limited.
- Subsequent to acquisition by Kaupthing Singer & Friedlander (Isle of Man) Limited, The Derbyshire (Isle of Man) Limited, The Derbyshire (Isle of Man) Limited and surrendered its banking licence.
- On 8 October 2008, the Isle of Man Financial Supervision Commission suspended Kaupthing Singer & Friedlander (Isle of Man) Limited's banking licence. Following a High Court hearing on 27 May 2009, a winding up order was passed. Joint Provisional Liquidators and Deemed Official Receivers have been appointed.

Total Assets



Return on Capital Employed

Licenceholders

Ranking

	2008	2007	2006	2005	2004
Close Trustees (Isle of Man) Limited	1	1	n/a	n/a	n/a
RBS Coutts Bank (Manx) Ltd	2	7	12	10	10
Standard Bank Isle of Man Ltd	3	2	2	8	9
Close Bank (Isle of Man) Ltd	4	9	8	12	11
Duncan Lawrie (IOM) Ltd	5	4	5	15	14
Irish Nationwide (IOM) Ltd	6	9	8	5	6
Fairbairn Private Bank (IOM) Limited	7	7	6	6	4
Habib European Bank Ltd	8	22	26	25	26
Isle of Man Bank Limited	9	9	12	4	3
Barclays Private Clients International Ltd	10	3	3	2	1
Britannia International Ltd	11	5	7	7	2
Nationwide International Ltd	12	6	8	13	13
Barclays Private Bank & Trust (Isle of Man) Ltd	13	12	8	11	8
Bradford & Bingley International Ltd	14	17	15	17	17
Irish Permanent (IOM) Ltd	15	13	19	21	20
Celtic Bank Ltd	16	18	15	18	16
Bank of Ireland (IOM) Ltd	17	15	12	14	12
Zurich Bank International Ltd	18	20	15	16	15
Anglo Irish Bank Corporation (International) PLC (formerly Anglo Irish Bank Corporation (IOM) PLC)	19	21	23	20	21
Bank of Bermuda (Isle of Man) Ltd	20	13	25	1	28
Alliance & Leicester International Ltd	21	18	20	9	7
Cayman National Bank & Trust Company (IOM) Limited	22	25	23	23	22
HSBC Custody Services (IOM) Limited	23	24	21	22	n/a
Conister Trust Limited	24	23	21	27	18
BNP Paribas Trust Company (IOM) Limited	#	#	1	24	27
Kaupthing Singer & Friedlander (Isle of Man) Ltd	n/a	15	15	28	19
The Derbyshire (Isle of Man) Ltd	n/a	n/a	4	3	23
AIB Bank (Isle of Man) Ltd	n/a	n/a	n/a	n/a	24
HSBC Trust Corporation (Isle of Man) Ltd	n/a	n/a	n/a	n/a	25
HSBC Trustee (Isle of Man) Limited	n/a	n/a	n/a	19	5
NBIOM Limited	n/a	n/a	n/a	26	29
First Trust Bank (IOM) Ltd	n/a	n/a	n/a	n/a	30
Ulster Bank (Isle of Man) Ltd	n/a	n/a	n/a	n/a	31

#Figures in respect of BNP Paribas Trust Company (IOM) Limited were not available for the years ended 31 December 2008 and 31 December 2007.

Assets greater than £500m

	2008	2007	2006	2005	2004	Notes
RBS Coutts Bank (Manx) Ltd	22%	15%	13%	12%	11%	1
Standard Bank Isle of Man Ltd	22%	23%	27%	13%	12%	5b
Irish Nationwide (IOM) Ltd	18%	14%	14%	17%	12%	
Fairbairn Private Bank (IOM) Limited	17%	15%	18%	14%	15%	5a
Isle of Man Bank Limited	16%	14%	13%	17%	16%	5a
Barclays Private Clients International Ltd	15%	22%	23%	25%	22%	5a
Britannia International Ltd	14%	19%	16%	14%	20%	5a
Nationwide International Ltd	12%	16%	14%	11%	10%	5b
Bradford & Bingley International Ltd	12%	9%	9%	9%	7%	5a
Irish Permanent (IOM) Ltd	10%	12%	8%	4%	6%	5b
Bank of Ireland (IOM) Ltd	9%	10%	13%	10%	10%	4
Anglo Irish Bank Corporation (International) PLC (formerly Anglo Irish Bank Corporation (IOM) PLC)	7%	5%	4%	7%	6%	5b
Alliance & Leicester International Ltd	4%	8%	7%	12%	12%	

Assets between £250m - £500m

	2008	2007	2006	2005	2004	Notes
Close Bank (Isle of Man) Ltd	21%	14%	14%	11%	11%	
Barclays Private Bank & Trust (Isle of Man) Ltd	12%	13%	14%	11%	12%	5a
Celtic Bank Ltd	10%	8%	9%	9%	8%	
Zurich Bank International Ltd	8%	7%	9%	9%	8%	

Assets between £100m - £250m

	2008	2007	2006	2005	2004	Notes
Duncan Lawrie (IOM) Ltd	18%	20%	19%	10%	9%	5a
Habib European Bank Ltd	16%	3%	2%	3%	3%	

Assets between £50m - £100m

	2008	2007	2006	2005	2004	Notes
Cayman National Bank & Trust Company (IOM) Limited	1%	-1%	8%	4%	5%	
Conister Trust Limited	-16%	2%	5%	1%	7%	5c

Assets less than £50m

	2008	2007	2006	2005	2004	Notes
Close Trustees (Isle of Man) Limited	27%	24%	34%	n/a	n/a	
Bank of Bermuda (Isle of Man) Ltd	6%	12%	3%	1%	1%	5a
HSBC Custody Services (IOM) Limited	-14%	-3%	5%	5%	n/a	2, 5a
BNP Paribas Trust Company (IOM) Limited	n/a	n/a	58%	4%	2%	6

Licences no longer held

	2008	2007	2006	2005	2004	Notes
Kaupthing Singer & Friedlander (Isle of Man) Ltd	n/a	10%	9%	-8%	7%	5a, 8
Knockdara Limited (formerly The Derbyshire (Isle of Man) Ltd)	n/a	n/a	21%	23%	5%	7
HSBC Trustee (Isle of Man) Limited	n/a	n/a	n/a	8%	14%	5a
AIB Bank (Isle of Man) Ltd	n/a	n/a	n/a	n/a	5%	
HSBC Trust Corporation (Isle of Man) Ltd	n/a	n/a	n/a	n/a	4%	
NBIOM Limited (formerly Northern Bank (IOM) Ltd)	n/a	n/a	n/a	3%	1%	3
First Trust Bank (IOM) Ltd	n/a	n/a	n/a	n/a	1%	
Ulster Bank (Isle of Man) Ltd	n/a	n/a	n/a	n/a	-5%	

Notes

- The financial statements of RBS Courts Bank (Manx) Limited are denominated in Swiss Francs. These have been converted to at 2008 - SwFr 1.5286:£1; 2007 - SwFr 2.2498:£1; 2006 - SwFr 2.3890:£1; 2005 - SwFr 2.2626:£1; 2004 - SwFr 2.1832:£1.
- HSBC Custody Services (Isle of Man) Limited obtained a banking licence during 2005, being incorporated on 15 February 2005 and filing its first accounts for the period 15 February 2005 to 31 December 2005.
- Northern Bank (Isle of Man) Limited changed its name to NBIOM Limited and was dissolved on 12 February 2007.
- During the year ended 31 March 2005 the Bank of Ireland Group centralised its offshore business by creating one offshore head office with a branch. For many years Bank of Ireland Group has operated a business in Guernsey, Bristol & West International Limited (BWIL). During 2005, customers of BWIL were invited to migrate their accounts to a new Guernsey branch of Bank of Ireland (I.O.M) Limited. On 16 January 2005 the company was granted a licence by the Guernsey Financial Services Commission to operate a branch in Guernsey and all consenting customers of BWIL were migrated to the branch.
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- On 8 October 2008, the Isle of Man Financial Supervision Commission suspended Kaupthing Singer & Friedlander (Isle of Man) Limited's banking licence. Following a High Court hearing on 27 May 2009, a winding up order was passed. Joint Provisional Liquidators and Deemed Official Receivers have been appointed.

Profit after Tax

Licenceholders

Ranking

	2008	2007	2006	2005	2004
Barclays Private Clients International Ltd	1	1	1	1	1
RBS Coutts Bank (Manx) Ltd	2	4	4	5	5
Bradford & Bingley International Ltd	3	2	2	2	3
Isle of Man Bank Limited	4	3	3	3	2
Irish Nationwide (IOM) Ltd	5	7	6	6	7
Nationwide International Ltd	6	6	8	9	9
Anglo Irish Bank Corporation (International) PLC (formerly Anglo Irish Bank Corporation (IOM) PLC)	7	9	9	13	13
Britannia International Ltd	8	8	10	10	6
Standard Bank Isle of Man Ltd	9	11	11	15	12
Alliance & Leicester International Ltd	10	5	5	4	4
Bank of Ireland (IOM) Ltd	11	10	7	8	8
Fairbairn Private Bank (IOM) Limited	12	12	12	12	11
Barclays Private Bank & Trust (Isle of Man) Ltd	13	14	13	11	10
Close Bank (Isle of Man) Ltd	14	16	16	16	17
Irish Permanent (IOM) Ltd	15	15	19	18	19
Celtic Bank Ltd	16	19	20	17	18
Zurich Bank International	17	21	21	20	24
Duncan Lawrie (IOM) Ltd	18	17	15	19	22
Habib European Bank Ltd	19	22	25	24	25
Close Trustees (Isle of Man) Limited	20	20	n/a	n/a	n/a
Bank of Bermuda (Isle of Man) Ltd	21	18	22	7	16
Cayman National Bank & Trust Company (IOM) Limited	22	23	24	26	28
HSBC Custody Services (Isle of Man) Limited	23	24	23	22	n/a
Conister Trust Limited	24	25	26	25	21
BNP Paribas Trust Company (IOM) Limited	#	#	17	27	30
Kaupthing Singer & Friedlander (Isle of Man) Ltd	n/a	13	14	28	14
The Derbyshire (Isle of Man) Ltd	n/a	n/a	18	14	23
AIB Bank (Isle of Man) Ltd	n/a	n/a	n/a	n/a	15
HSBC Trustee (Isle of Man) Limited	n/a	n/a	n/a	21	20
HSBC Trust Corporation (Isle of Man) Ltd	n/a	n/a	n/a	n/a	26
NBIOM Limited	n/a	n/a	n/a	23	27
First Trust Bank (IOM) Ltd	n/a	n/a	n/a	n/a	29
Ulster Bank (Isle of Man) Ltd	n/a	n/a	n/a	n/a	31

#Figures in respect of BNP Paribas Trust Company (IOM) Limited were not available for the years ended 31 December 2008 and 31 December 2007.

Assets greater than £500m

	2008 £'000	Growth %	2007 £'000	Growth %	2006 £'000	Growth %	2005 £'000	Growth %	2004 £'000	Growth %	Notes
Barclays Private Clients International Ltd	122,559	-34	185,209	22	151,343	20	125,722	2	123,521	26	5a
RBS Coutts Bank (Manx) Ltd	45,597	163	17,327	43	12,081	17	10,368	29	8,048	-12	1
Bradford & Bingley International Ltd	25,114	-1	25,379	11	22,927	8	21,176	38	15,362	53	5a
Isle of Man Bank Limited	23,111	17	19,677	8	18,174	-8	19,803	-33	29,487	-46	5a
Irish Nationwide (IOM) Ltd	16,337	53	10,678	21	8,833	4	8,466	49	5,685	-13	
Nationwide International Ltd	13,831	13	12,291	63	7,563	42	5,310	19	4,455	24	5b
Anglo Irish Bank Corporation (International) PLC (formerly Anglo Irish Bank Corporation (IOM) PLC)	12,641	45	8,744	25	6,986	86	3,759	52	2,467	-6	5b
Britannia International Ltd	8,951	-11	10,100	51	6,690	29	5,189	-19	6,375	78	5a
Standard Bank Isle of Man Ltd	8,160	17	7,002	9	6,395	99	3,208	29	2,478	-2	5b
Alliance & Leicester International Ltd	7,449	-43	13,182	18	11,182	-39	18,424	21	15,229	29	
Bank of Ireland (IOM) Ltd	7,088	0	7,092	-17	8,529	45	5,866	15	5,081	-29	4
Fairbairn Private Bank (IOM) Limited	6,359	32	4,800	-13	5,517	35	4,094	13	3,613	10	5a
Irish Permanent (IOM) Ltd	1,944	-8	2,112	65	1,283	44	890	6	839	-29	5b
	299,141		323,593		267,503		232,275		222,640		

Assets between £250m - £500m

	2008 £'000	Growth %	2007 £'000	Growth %	2006 £'000	Growth %	2005 £'000	Growth %	2004 £'000	Growth %	Notes
Barclays Private Bank & Trust (Isle of Man) Ltd	4,304	5	4,117	-11	4,605	8	4,272	9	3,920	-7	5a
Close Bank (Isle of Man) Ltd	2,270	20	1,889	20	1,570	45	1,085	16	936	12	
Celtic Bank Ltd	1,552	25	1,240	2	1,218	17	1,041	21	857	5	
Zurich Bank International	802	23	650	-17	787	8	730	24	591	225	
	8,928		7,896		8,180		7,128		6,304		

Assets between £100m - £250m

	2008 £'000	Growth %	2007 £'000	Growth %	2006 £'000	Growth %	2005 £'000	Growth %	2004 £'000	Growth %	Notes
Duncan Lawrie (IOM) Ltd	1,686	-4	1,761	12	1,573	115	731	10	662	42	5a
Habib European Bank Ltd	1,139	621	158	63	97	-43	169	6	159	28	
	2,825		1,919		1,670		900		821		

Assets between £50m - £100m

	2008 £'000	Growth %	2007 £'000	Growth %	2006 £'000	Growth %	2005 £'000	Growth %	2004 £'000	Growth %	Notes
Cayman National Bank & Trust Company (IOM) Limited	28	-157	-49	-127	182	98	92	-12	105	54	5c
Conister Trust Limited	-1,516	-63	-4,141	400	-829	-868	108	-84	689	42	
	-1,488		-4,190		-647		200		794		

Assets less than £50m

	2008 £'000	Growth %	2007 £'000	Growth %	2006 £'000	Growth %	2005 £'000	Growth %	2004 £'000	Growth %	Notes
Close Trustees (Isle of Man) Limited	888	9	815	-8	887	n/a	n/a	n/a	n/a	n/a	
Bank of Bermuda (Isle of Man) Ltd	501	-61	1,274	79	712	-91	7,857	400	1,571	65	5a
HSBC Custody Services (Isle of Man) Limited	-655	334	-151	-166	230	-18	280	n/a	n/a	n/a	2, 5a
BNP Paribas Trust Company (IOM) Limited	n/a	n/a	n/a	n/a	1,535	3311	45	88	24	0	6
	734		1,938		3,364		8,182		1,595		

Licences no longer held

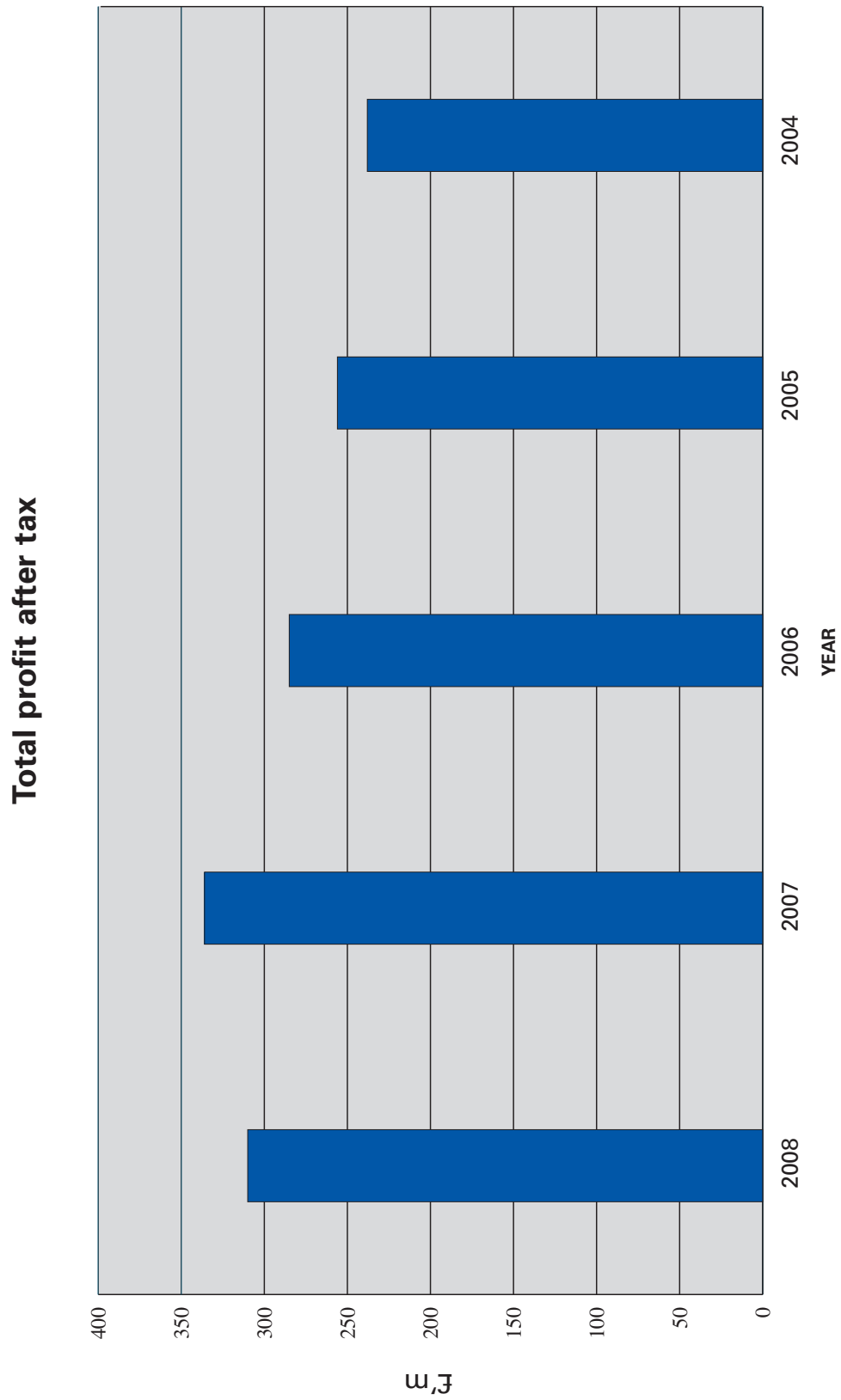
	2008 £'000	Growth %	2007 £'000	Growth %	2006 £'000	Growth %	2005 £'000	Growth %	2004 £'000	Growth %	Notes
Kaupthing Singer & Friedlander (Isle of Man) Ltd	n/a	n/a	4,397	39	3,163	13	2,801	15	2,442	-27	5a, 8
Knockdara Limited (formerly The Derbyshire (Isle of Man) Ltd)	n/a	n/a	n/a	n/a	1,377	-61	3,502	485	598	-52	7
AIB Bank (Isle of Man) Ltd	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	2,199	-42	
HSBC Trustee (Isle of Man) Limited	n/a	n/a	n/a	n/a	n/a	n/a	486	-40	810	-46	5a
HSBC Trust Corporation (Isle of Man) Ltd	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	149	964	
NBIOM Limited	n/a	n/a	n/a	n/a	n/a	n/a	247	111	117	-78	3
First Trust Bank (IOM) Ltd	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	52	-28	
Ulster Bank (Isle of Man) Ltd	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	-378	-113	
	-		4,397		4,540		7,036		5,989		

	2008 £ million	2007 £ million	2006 £ million	2005 £ million	2004 £ million
TOTAL FOR YEAR	310	336	285	256	238

Notes

- The financial statements of RBS Coutts Bank (Manx) Limited are denominated in Swiss Francs. These have been converted to at 2008 - SwFr1.5286:£1; 2007 - SwFr1.5286:£1; 2006 - SwFr 2.2498:£1; 2005 - SwFr 2.3890:£1; 2004 - SwFr 2.1832:£1.
- HSBC Custody Services (Isle of Man) Limited obtained a banking licence during 2005, being incorporated on 15 February 2005 and was dissolved on 12 February 2007.
- Northern Bank (Isle of Man) Limited changed its name to NBIOM Limited and was dissolved on 12 February 2007.
- During the year ended 31 March 2005 the Bank of Ireland Group centralised its offshore business by creating one offshore head office with a branch. For many years Bank of Ireland Group has operated a business in Guernsey, Bristol & West International Limited (BWIL). During 2005, customers of BWIL were invited to migrate their accounts to a new Guernsey branch of Bank of Ireland (I.O.M) Limited. On 16 January 2005 the company was granted a licence by the Guernsey Financial Services Commission to operate a branch in Guernsey and all consenting customers of BWIL were migrated to the branch.
- The 2005 figures are presented under International Financial Reporting Standards for the first time. Prior year figures have not been restated for the purposes of the survey.
- The 2006 figures are presented under International Financial Reporting Standards for the first time. Prior year figures have not been restated for the purposes of the survey.
- The 2007 figures are presented under International Financial Reporting Standards for the first time. Prior year figures have not been restated for the purposes of the survey.
- 2008 and 2007 figures not available in respect of BNP Paribas Trust Company (IOM) Limited.
- Subsequent to acquisition by Kaupthing Singer & Friedlander (Isle of Man) Limited, The Derbyshire (Isle of Man) Limited changed its name to Knockdara Limited and surrendered its banking licence.
- On 8 October 2008, the Isle of Man Financial Supervision Commission suspended Kaupthing Singer & Friedlander (Isle of Man) Limited's banking licence. Following a High Court hearing on 27 May 2009, a winding up order was passed. Joint Provisional Liquidators and Deemed Official Receivers have been appointed.

Profit after Tax



Profit before Tax

Licenceholders

Ranking

	2008	2007	2006	2005	2004
Barclays Private Clients International Ltd	1	1	1	1	1
RBS Coutts Bank (Manx) Ltd	2	4	5	5	5
Bradford & Bingley International Ltd	3	2	2	2	3
Isle of Man Bank Limited	4	3	3	3	2
Irish Nationwide (IOM) Ltd	5	7	6	6	7
Nationwide International Ltd	6	6	8	10	9
Anglo Irish Bank Corporation (International) PLC (formerly Anglo Irish Bank Corporation (IOM) PLC)	7	9	9	13	12
Britannia International Ltd	8	8	10	9	6
Standard Bank Isle of Man Ltd	9	10	11	15	13
Alliance & Leicester International Ltd	10	5	4	4	4
Bank of Ireland (IOM) Ltd	11	11	7	8	8
Fairbairn Private Bank (IOM) Limited	12	12	12	12	11
Barclays Private Bank & Trust (Isle of Man) Ltd	13	14	13	11	10
Close Bank (Isle of Man) Ltd	14	16	15	16	17
Irish Permanent (IOM) Ltd	15	15	19	18	19
Duncan Lawrie (IOM) Ltd	16	17	16	19	22
Celtic Bank Ltd	17	18	20	17	18
Habib European Bank Ltd	18	22	25	24	25
Close Trustees (Isle of Man) Limited	19	20	n/a	n/a	n/a
Zurich Bank International Ltd	20	21	21	20	24
Bank of Bermuda (Isle of Man) Ltd	21	19	22	7	16
Cayman Natonal Bank & Trust Company (Isle of Man) Limited	22	23	24	26	28
HSBC Custody Services (Isle of Man) Limited	23	24	23	22	n/a
Conister Trust Limited	24	25	26	25	21
BNP Paribas Trust Company (IOM) Limited	#	#	17	27	30
Kaupthing Singer & Friedlander (Isle of Man) Ltd	n/a	13	14	28	14
The Derbyshire (Isle of Man) Ltd	n/a	n/a	18	14	23
AIB Bank (Isle of Man) Ltd	n/a	n/a	n/a	n/a	15
HSBC Trustee (Isle of Man) Limited	n/a	n/a	n/a	21	20
HSBC Trust Corporation (Isle of Man) Ltd	n/a	n/a	n/a	n/a	26
NBIOM Limited	n/a	n/a	n/a	23	27
First Trust Bank (IOM) Ltd	n/a	n/a	n/a	n/a	29
Ulster Bank (Isle of Man) Ltd	n/a	n/a	n/a	n/a	31

#Figures in respect of BNP Paribas Trust Company (IOM) Limited were not available for the years ended 31 December 2008 and 31 December 2007.

Assets greater than £500m

	2008 £'000	Growth %	2007 £'000	Growth %	2006 £'000	Growth %	2005 £'000	Growth %	2004 £'000	Growth %	Notes
Barclays Private Clients International Ltd	138,104	-31	199,880	22	163,766	16	141,055	2	138,784	38	5a
RBS Coutts Bank (Manx) Ltd	48,677	158	18,872	56	12,081	17	10,368	29	8,048	-12	1
Bradford & Bingley International Ltd	26,769	-1	26,942	10	24,563	8	22,832	42	16,067	51	5a
Isle of Man Bank Limited	24,879	16	21,469	8	19,971	-9	22,026	-30	31,264	-44	5a
Irish Nationwide (IOM) Ltd	18,072	56	11,578	20	9,643	2	9,408	49	6,312	-2	5b
Nationwide International Ltd	15,165	12	13,551	68	8,054	44	5,590	19	4,680	25	5b
Anglo Irish Bank Corporation (International) PLC (formerly Anglo Irish Bank Corporation (IOM) PLC)	13,635	44	9,451	28	7,393	77	4,177	51	2,764	-4	5b
Britannia International Ltd	9,775	-13	11,176	52	7,364	28	5,752	-19	7,083	84	5a
Standard Bank Isle of Man Ltd	9,008	15	7,848	11	7,071	94	3,652	32	2,758	9	5b
Alliance & Leicester International Ltd	7,803	-45	14,222	12	12,726	-37	20,200	29	15,613	21	4
Bank of Ireland (IOM) Ltd	7,691	0	7,711	-18	9,388	44	6,530	18	5,533	-30	4
Fairbairn Private Bank (IOM) Limited	6,801	29	5,291	-13	6,049	33	4,556	14	4,010	14	5a
Irish Permanent (IOM) Ltd	2,155	-2	2,192	50	1,462	48	990	6	934	-26	5b
	328,534		350,183		289,531		257,136		243,850		

Assets between £250m - £500m

	2008 £'000	Growth %	2007 £'000	Growth %	2006 £'000	Growth %	2005 £'000	Growth %	2004 £'000	Growth %	Notes
Barclays Private Bank & Trust (Isle of Man) Ltd	4,330	3	4,206	-3	4,329	-8	4,714	11	4,254	-6	5a
Close Bank (Isle of Man) Ltd	2,481	20	2,069	21	1,704	31	1,298	24	1,048	17	
Celtic Bank Ltd	1,573	17	1,346	-1	1,353	17	1,157	22	949	22	
Zurich Bank International Ltd	876	24	709	-18	865	6	815	24	656	637	
	9,260		8,330		8,251		7,984		6,907		

Assets between £100m - £250m

	2008 £'000	Growth %	2007 £'000	Growth %	2006 £'000	Growth %	2005 £'000	Growth %	2004 £'000	Growth %	Notes
Duncan Lawrie (IOM) Ltd	1,766	0	1,761	6	1,667	120	758	3	739	42	5a
Habib European Bank Ltd	1,158	558	176	59	111	-41	189	6	179	30	
	2,924		1,937		1,778		947		918		

Assets between £50m - £100m

	2008 £'000	Growth %	2007 £'000	Growth %	2006 £'000	Growth %	2005 £'000	Growth %	2004 £'000	Growth %	Notes
Cayman Natonal Bank & Trust Company (Isle of Man) Limited	30	-160	-50	-129	171	66	103	-13	118	55	5c
Conister Trust Limited	-1,278	-68	-3,967	308	-972	-884	124	-83	737	46	
	-1,248		-4,017		-801		227		855		

Assets less than £50m

	2008 £'000	Growth %	2007 £'000	Growth %	2006 £'000	Growth %	2005 £'000	Growth %	2004 £'000	Growth %	Notes
Close Trustees (Isle of Man) Limited	888	9	815	-5	857	n/a	n/a	n/a	n/a	n/a	
Bank of Bermuda (Isle of Man) Ltd	501	-61	1,274	96	650	-92	7,769	323	1,836	79	5a
HSBC Custody Services (Isle of Man) Limited	-655	334	-151	-176	199	-36	311	n/a	n/a	n/a	2, 5a
BNP Paribas Trust Company (IOM) Limited	n/a	n/a	n/a	n/a	1,530	2,960	50	85	27	4	6
	734		1,938		3,236		8,130		1,863		

Licences no longer held

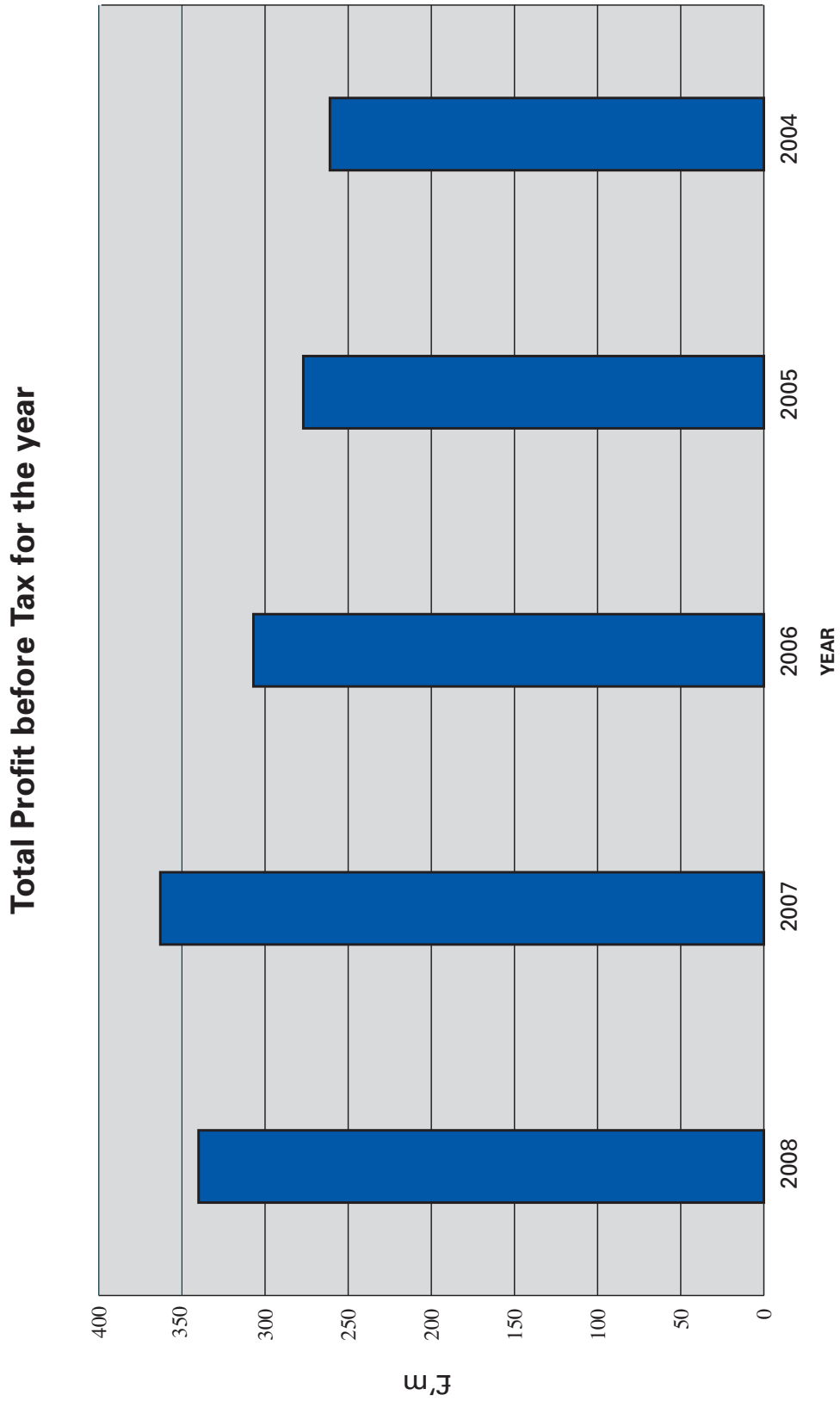
	2008 £'000	Growth %	2007 £'000	Growth %	2006 £'000	Growth %	2005 £'000	Growth %	2004 £'000	Growth %	Notes
Kaupthing Singer & Friedlander (Isle of Man) Ltd	n/a	n/a	4,778	41	3,381	234	-2,514	-191	2,756	-24	5a, 8
Knockdara Limited (formerly The Derbyshire (Isle of Man) Ltd)	n/a	n/a	n/a	n/a	1,501	-61	3,890	485	665	-51	7
AIB Bank (Isle of Man) Ltd	n/a	n/a	n/a	n/a	n/a	n/a	n/a	-100	2,445	-38	
HSBC Trustee (Isle of Man) Limited	n/a	n/a	n/a	n/a	n/a	n/a	531	-15	622	-60	5a
HSBC Trust Corporation (Isle of Man) Ltd	n/a	n/a	n/a	n/a	n/a	n/a	n/a	-100	166	1,560	
NBIOM Limited	n/a	n/a	n/a	n/a	n/a	n/a	319	161	122	-79	3
First Trust Bank (IOM) Ltd	n/a	n/a	n/a	n/a	n/a	n/a	n/a	-100	58	-23	
Ulster Bank (Isle of Man) Ltd	n/a	n/a	n/a	n/a	n/a	n/a	n/a	-100	19	-99	
	0		4,778		4,882		2,226		6,853		

	2008 £ million	2007 £ million	2006 £ million	2005 £ million	2004 £ million
TOTAL FOR YEAR	340	363	307	277	261

Notes

- The financial statements of RBS Coutts Bank (Manx) Limited are denominated in Swiss Francs. These have been converted to at 2008 - SwFr1.5286:£1; 2007 - SwFr1.5286:£1; 2006 - SwFr 2.2498:£1; 2005 - SwFr 2.3890:£1; 2004 - SwFr 2.1832:£1.
- HSBC Custody Services (Isle of Man) Limited obtained a banking licence during 2005, being incorporated on 15 February 2005 and was dissolved on 12 February 2007.
- Northern Bank (Isle of Man) Limited changed its name to NBIOM Limited and was dissolved on 12 February 2007.
- During the year ended 31 March 2005 the Bank of Ireland Group centralised its offshore business by creating one offshore head office with a branch. For many years Bank of Ireland Group has operated a business in Guernsey, Bristol & West International Limited (BWIL). During 2005, customers of BWIL were invited to migrate their accounts to a new Guernsey branch of Bank of Ireland (I.O.M) Limited. On 16 January 2005 the company was granted a licence by the Guernsey Financial Services Commission to operate a branch in Guernsey and all consenting customers of BWIL were migrated to the branch.
- The 2005 figures are presented under International Financial Reporting Standards for the first time. Prior year figures have not been restated for the purposes of the survey.
- The 2006 figures are presented under International Financial Reporting Standards for the first time. Prior year figures have not been restated for the purposes of the survey.
- The 2007 figures are presented under International Financial Reporting Standards for the first time. Prior year figures have not been restated for the purposes of the survey.
- 2008 and 2007 figures not available in respect of BNP Paribas Trust Company (IOM) Limited.
- Subsequent to acquisition by Kaupthing Singer & Friedlander (Isle of Man) Limited, The Derbyshire (Isle of Man) Limited changed its name to Knockdara Limited and surrendered its banking licence.
- On 8 October 2008, the Isle of Man Financial Supervision Commission suspended Kaupthing Singer & Friedlander (Isle of Man) Limited's banking licence. Following a High Court hearing on 27 May 2009, a winding up order was passed. Joint Provisional Liquidators and Deemed Official Receivers have been appointed.

Profit before Tax



Cost/Income Ratio

Licenceholders

Ranking

	2008	2007	2006	2005	2004
RBS Coutts Bank (Manx) Ltd	1	2	1	5	3
Irish Nationwide (IOM) Ltd	2	3	2	1	1
Bank of Bermuda (Isle of Man) Ltd	3	1	12	11	28
Bradford & Bingley International Ltd	3	4	3	2	2
Nationwide International Ltd	5	5	4	6	6
Anglo Irish Bank Corporation (International) PLC (formerly Anglo Irish Bank Corporation (IOM) PLC)	6	9	10	13	13
Britannia International Ltd	7	6	7	9	5
Celtic Bank Ltd	8	11	9	8	9
Alliance & Leicester International Ltd	9	7	5	3	4
Bank of Ireland (IOM) Ltd	10	10	8	7	11
Habib European Bank Ltd	11	22	23	22	23
Isle of Man Bank Limited	12	12	14	12	8
Duncan Lawrie (IOM) Ltd	13	12	20	20	21
Irish Permanent (IOM) Ltd	13	16	17	19	18
Close Bank (Isle of Man) Ltd	15	17	17	17	16
Barclays Private Clients International Ltd	16	8	10	10	10
Standard Bank Isle of Man Ltd	17	15	19	18	22
Barclays Private Bank & Trust (Isle of Man) Ltd	17	18	16	10	10
Fairbairn Private Bank (IOM) Limited	19	19	14	15	14
Zurich Bank International Ltd	20	20	21	21	24
Close Trustees (Isle of Man) Limited	21	21	n/a	n/a	n/a
Conister Trust Limited	22	25	24	28	27
Cayman National Bank & Trust Company (Isle of Man) Ltd	23	23	25	26	26
HSBC Custody Services (Isle of Man) Limited	24	24	n/a	n/a	n/a
BNP Paribas Trust Company (IOM) Limited	#	#	6	27	30
Kaupthing Singer & Friedlander (Isle of Man) Ltd	n/a	12	22	16	17
The Derbyshire (Isle of Man) Ltd	n/a	n/a	13	4	15
HSBC Trustee (Isle of Man) Limited	n/a	n/a	n/a	24	25
NBIOM Limited	n/a	n/a	n/a	23	29
AIB Bank (Isle of Man) Ltd	n/a	n/a	n/a	n/a	20
Ulster Bank (Isle of Man) Ltd	n/a	n/a	n/a	n/a	31
HSBC Trust Corporation (Isle of Man) Ltd	n/a	n/a	n/a	n/a	19
First Trust Bank (IOM) Ltd	n/a	n/a	n/a	n/a	7

#Figures in respect of BNP Paribas Trust Company (IOM) Limited were not available for the years ended 31 December 2008 and 31 December 2007.

Assets greater than £500m

	2008	2007	2006	2005	2004	Notes
RBS Coutts Bank (Manx) Ltd	2%	3%	4%	20%	18%	1
Irish Nationwide (IOM) Ltd	5%	7%	8%	7%	10%	
Bradford & Bingley International Ltd	13%	12%	13%	11%	15%	5a
Nationwide International Ltd	19%	18%	20%	29%	29%	5b
Anglo Irish Bank Corporation (International) PLC (formerly Anglo Irish Bank Corporation (IOM) PLC)	22%	32%	35%	45%	46%	5b
Britannia International Ltd	24%	22%	30%	34%	28%	5a
Alliance & Leicester International Ltd	35%	23%	25%	17%	18%	
Bank of Ireland (IOM) Ltd	39%	34%	31%	33%	40%	4
Isle of Man Bank Limited	44%	47%	49%	44%	37%	5a
Irish Permanent (IOM) Ltd	50%	49%	55%	66%	63%	5b
Barclays Private Clients International Ltd	53%	31%	35%	40%	39%	5a
Standard Bank Isle of Man Ltd	58%	48%	46%	66%	71%	5b
Fairbairn Private Bank (IOM) Limited	59%	63%	49%	50%	51%	5a

Assets between £250m - £500m

	2008	2007	2006	2005	2004	Notes
Celtic Bank Ltd	33%	37%	34%	34%	37%	
Close Bank (Isle of Man) Ltd	52%	55%	54%	58%	55%	
Barclays Private Bank & Trust (Isle of Man) Ltd	58%	56%	52%	45%	45%	5a
Zurich Bank International Ltd	73%	73%	67%	68%	78%	

Assets between £100m - £250m

	2008	2007	2006	2005	2004	Notes
Habib European Bank Ltd	40%	80%	86%	77%	78%	
Duncan Lawrie (IOM) Ltd	50%	47%	62%	69%	70%	5a

Assets between £50m - £100m

	2008	2007	2006	2005	2004	Notes
Conister Trust Limited	97%	170%	105%	97%	82%	5c
Cayman National Bank & Trust Company (Isle of Man) Ltd	98%	104%	112%	84%	80%	

Assets less than £50m

	2008	2007	2006	2005	2004	Notes
Bank of Bermuda (Isle of Man) Ltd	13%	2%	39%	41%	82%	5a
Close Trustees (Isle of Man) Limited	78%	74%	69%	n/a	n/a	
HSBC Custody Services (Isle of Man) Limited	126%	106%	92%	n/a	n/a	2, 5a
BNP Paribas Trust Company (IOM) Limited	n/a	n/a	29%	96%	98%	6

Licences no longer held

	2008	2007	2006	2005	2004	Notes
Kaupthing Singer & Friedlander (Isle of Man) Ltd	n/a	47%	56%	57%	59%	5a, 8
Knockdara Limited (formerly The Derbyshire (Isle of Man) Ltd)	n/a	n/a	42%	19%	54%	7
HSBC Trustee (Isle of Man) Limited	n/a	n/a	n/a	80%	78%	5a
NBIOM Limited	n/a	n/a	n/a	79%	91%	3
AIB Bank (Isle of Man) Ltd	n/a	n/a	n/a	n/a	69%	
Ulster Bank (Isle of Man) Ltd	n/a	n/a	n/a	n/a	99%	
HSBC Trust Corporation (Isle of Man) Ltd	n/a	n/a	n/a	n/a	66%	
First Trust Bank (IOM) Ltd	n/a	n/a	n/a	n/a	31%	

Notes

- The financial statements of RBS Courts Bank (Manx) Limited are denominated in Swiss Francs. These have been converted to at 2008 - SwFr 1.5286£1; 2007 - SwFr 2.2498£1; 2006 - SwFr 2.3890£1; 2005 - SwFr 2.2626£1; 2004 - SwFr 2.1832£1.
- HSBC Custody Services (Isle of Man) Limited obtained a banking licence during 2005, being incorporated on 15 February 2005 and filing its first accounts for the period 15 February 2005 to 31 December 2005.
- Northern Bank (Isle of Man) Limited changed its name to NBIOM Limited and was dissolved on 12 February 2007.
- During the year ended 31 March 2005 the Bank of Ireland Group centralised its offshore business by creating one offshore head office with a branch. For many years Bank of Ireland Group has operated a business in Guernsey, Bristol & West International Limited (BWIL). During 2005, customers of BWIL were invited to migrate their accounts to a new Guernsey branch of Bank of Ireland (I.O.M) Limited. On 16 January 2005 the company was granted a licence by the Guernsey Financial Services Commission to operate a branch in Guernsey and all consenting customers of BWIL were migrated to the branch.
- The 2005 figures are presented under International Financial Reporting Standards for the first time. Prior year figures have not been restated for the purposes of the survey.
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- The 2007 figures are presented under International Financial Reporting Standards for the first time. Prior year figures have not been restated for the purposes of the survey.
- 2008 and 2007 figures not available in respect of BNP Paribas Trust Company (IOM) Limited.
- Subsequent to acquisition by Kaupthing Singer & Friedlander (Isle of Man) Limited, The Derbyshire (Isle of Man) Limited changed its name to Knockdara Limited and surrendered its banking licence.
- On 8 October 2008, the Isle of Man Financial Supervision Commission suspended Kaupthing Singer & Friedlander (Isle of Man) Limited's banking licence. Following a High Court hearing on 27 May 2009, a winding up order was passed. Joint Provisional Liquidators and Deemed Official Receivers have been appointed.

Capital and Reserves

Licenceholders

Ranking

	2008	2007	2006	2005	2004
Barclays Private Clients International Ltd	1	1	1	1	1
Bradford & Bingley International Ltd	2	2	2	2	2
RBS Coutts Bank (Manx) Ltd	3	3	6	5	5
Alliance & Leicester International Ltd	4	3	3	3	4
Anglo Irish Bank Corporation (International) PLC (formerly Anglo Irish Bank Corporation (IOM) PLC)	5	4	4	8	10
Isle of Man Bank Limited	6	5	5	4	3
Nationwide International Ltd	7	7	8	9	8
Irish Nationwide (IOM) Ltd	8	8	7	6	7
Bank of Ireland (IOM) Ltd	9	9	9	7	6
Britannia International Ltd	10	10	10	11	13
Standard Bank Isle of Man Ltd	11	14	15	14	15
Fairbairn Private Bank (IOM) Limited	12	12	13	13	14
Barclays Private Bank & Trust (Isle of Man) Ltd	13	13	12	10	12
Irish Permanent (IOM) Ltd (pension fund liability excluded)	14	16	17	17	17
Celtic Bank Ltd	15	17	19	18	19
Close Bank (Isle of Man) Ltd	16	18	20	19	22
Zurich Bank International Ltd	17	20	21	22	23
Conister Trust Limited	18	15	18	20	20
Duncan Lawrie (IOM) Ltd	19	21	22	23	24
Bank of Bermuda (Isle of Man) Ltd	20	19	14	15	16
Habib European Bank Ltd	21	22	23	25	27
HSBC Custody Services (Isle of Man) Limited	22	23	24	26	n/a
Cayman National Bank & Trust Company (Isle of Man) Limited	23	24	26	27	30
Close Trustees (Isle of Man) Limited	24	25	n/a	n/a	n/a
BNP Paribas Trust Company (IOM) Limited	#	#	25	28	31
Kaupthing Singer & Friedlander (Isle of Man) Ltd	n/a	11	11	12	11
The Derbyshire (Isle of Man) Ltd	n/a	n/a	16	16	18
AIB Bank (Isle of Man) Ltd	n/a	n/a	n/a	n/a	9
NBIOM Limited	n/a	n/a	n/a	21	21
Ulster Bank (Isle of Man) Ltd	n/a	n/a	n/a	n/a	25
HSBC Trustee (Isle of Man) Limited	n/a	n/a	n/a	24	26
First Trust Bank (IOM) Ltd	n/a	n/a	n/a	n/a	28
HSBC Bank Trust Corporation (Isle of Man) Ltd	n/a	n/a	n/a	n/a	29

#Figures in respect of BNP Paribas Trust Company (IOM) Limited were not available for the years ended 31 December 2008 and 31 December 2007.

Assets greater than £500m

	2008 £'000	Growth %	2007 £'000	Growth %	2006 £'000	Growth %	2005 £'000	Growth %	2004 £'000	Growth %	Notes
Barclays Private Clients International Ltd	826,390	0	823,831	25	657,622	30	506,279	-8	552,177	18	5a
Bradford & Bingley International Ltd	214,764	-26	291,000	9	266,588	9	243,661	10	222,485	7	5a
RBS Coutts Bank (Manx) Ltd	211,743	85	114,328	25	91,701	10	83,742	10	75,873	2	1
Alliance & Leicester International Ltd	179,622	4	172,173	8	158,991	8	147,809	14	129,385	13	
Anglo Irish Bank Corporation (International) PLC (formerly Anglo Irish Bank Corporation (IOM) PLC)	178,792	8	166,151	6	157,407	212	50,465	21	41,707	6	5b
Isle of Man Bank Limited	146,934	8	136,082	-6	145,240	21	119,971	-33	179,562	18	5a
Nationwide International Ltd	114,433	45	78,985	39	56,961	14	50,003	12	44,693	11	5b
Irish Nationwide (IOM) Ltd	92,265	22	75,928	16	65,250	16	56,314	18	47,848	13	
Bank of Ireland (IOM) Ltd	78,507	10	71,288	11	64,199	15	55,896	12	50,030	15	4
Britannia International Ltd	63,141	19	52,999	24	42,899	18	36,209	12	32,212	25	5a
Standard Bank Isle of Man Ltd	37,912	24	30,482	30	23,536	-9	25,923	21	21,376	22	5b
Fairbairn Private Bank (IOM) Limited	36,370	13	32,096	3	31,081	9	28,567	16	24,733	17	5a
Irish Permanent (IOM) Ltd (pension fund liability excluded)	19,300	12	17,235	13	15,260	9	13,971	7	13,053	7	5b
	2,200,173		2,062,578		1,776,735		1,418,810		1,435,134		

Assets between £250m - £500m

	2008 £'000	Growth %	2007 £'000	Growth %	2006 £'000	Growth %	2005 £'000	Growth %	2004 £'000	Growth %	Notes
Barclays Private Bank & Trust (Isle of Man) Ltd	35,835	14	31,531	-3	32,414	-14	37,809	13	33,578	13	5a
Celtic Bank Ltd	16,297	11	14,745	10	13,375	10	12,167	9	11,118	8	
Close Bank (Isle of Man) Ltd	10,703	-20	13,433	16	11,544	16	9,974	12	8,889	12	
Zurich Bank International Ltd	10,517	8	9,715	7	9,065	10	8,278	10	7,548	8	
	73,352		69,424		66,398		68,228		61,133		

Assets between £100m - £250m

	2008 £'000	Growth %	2007 £'000	Growth %	2006 £'000	Growth %	2005 £'000	Growth %	2004 £'000	Growth %	Notes
Duncan Lawrie (IOM) Ltd	9,463	7	8,877	8	8,216	7	7,643	4	7,330	2	5a
Habib European Bank Ltd	7,025	19	5,886	3	5,729	2	5,631	3	5,463	3	
	16,488		14,763		13,945		13,274		12,793		

Assets between £50m - £100m

	2008 £'000	Growth %	2007 £'000	Growth %	2006 £'000	Growth %	2005 £'000	Growth %	2004 £'000	Growth %	Notes
Conister Trust Limited	9,610	-45	17,473	23	14,225	47	9,679	-5	10,163	5	5c
Cayman National Bank & Trust Company (IOM) Limited	3,594	1	3,565	54	2,314	9	2,132	5	2,040	5	
	13,204		21,038		16,539		11,811		12,203		

Assets less than £50m

	2008 £'000	Growth %	2007 £'000	Growth %	2006 £'000	Growth %	2005 £'000	Growth %	2004 £'000	Growth %	Notes
Bank of Bermuda (Isle of Man) Ltd	8,534	-23	11,034	-55	24,760	3	24,048	28	18,720	1	5a
HSBC Custody Services (Isle of Man) Limited	4,704	-12	5,359	-3	5,509	4	5,280	n/a	n/a	n/a	2,5a
Close Trustees (Isle of Man) Limited	3,311	-3	3,424	31	2,609	n/a	n/a	n/a	n/a	n/a	
BNP Paribas Trust Company (IOM) Limited	n/a	n/a	n/a	n/a	2,634	140	1,099	4	1,054	2	6
	16,549		19,817		35,512		30,427		19,774		

Licences no longer held

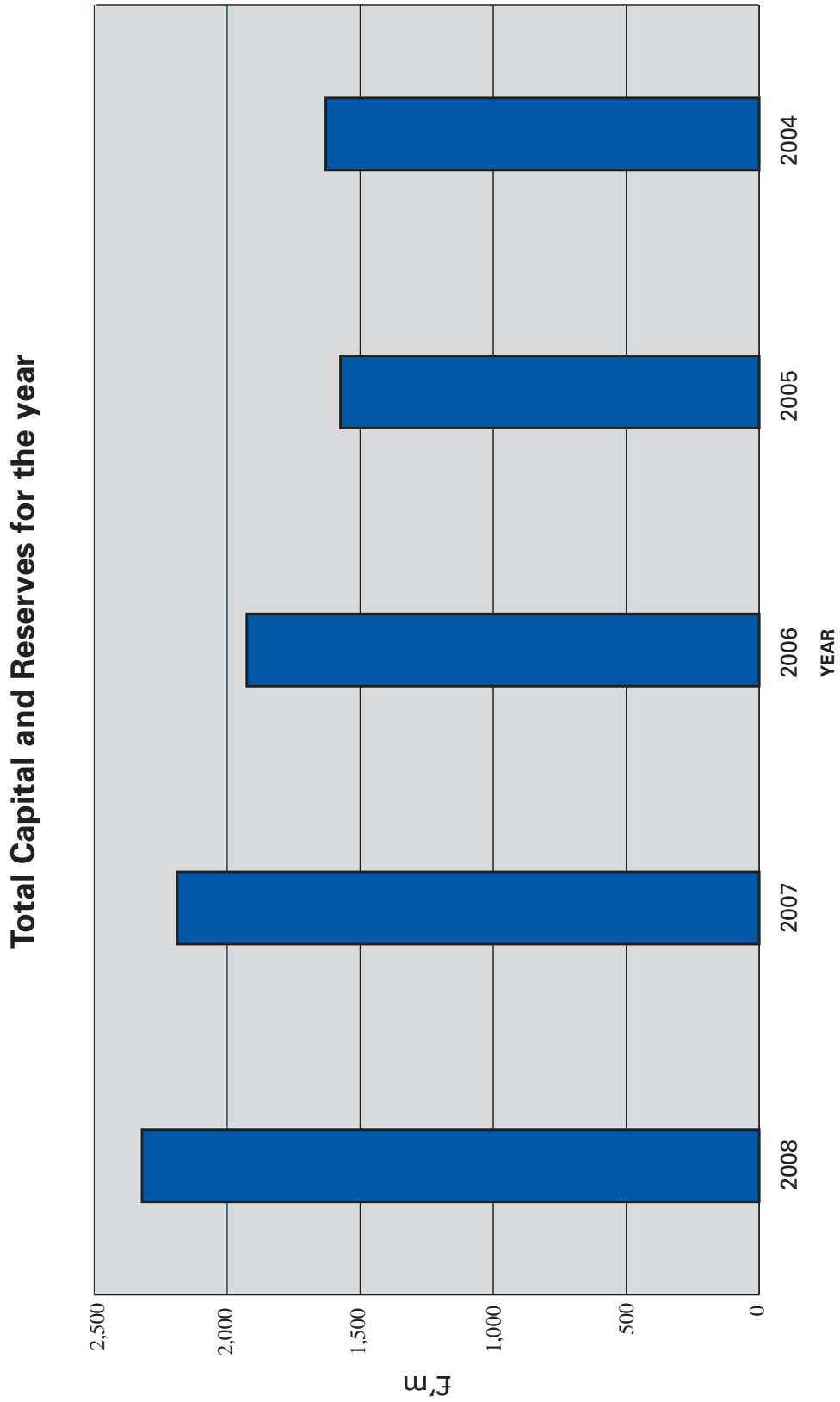
	2008 £'000	Growth %	2007 £'000	Growth %	2006 £'000	Growth %	2005 £'000	Growth %	2004 £'000	Growth %	Notes
Kaupthing Singer & Friedlander (Isle of Man) Ltd	n/a	n/a	42,062	13	37,122	11	33,558	-10	37,159	5	5a, 8
Knockdara Limited (formerly The Derbyshire (Isle of Man) Ltd)	n/a	n/a	n/a	n/a	16,845	9	15,468	29	11,966	5	7
AIB Bank (Isle of Man) Ltd	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	43,998	3	
NBIOM Limited	n/a	n/a	n/a	n/a	n/a	n/a	9,559	3	9,312	-2	3
Ulster Bank (Isle of Man) Ltd	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	6,970	-5	
HSBC Trustee (Isle of Man) Limited	n/a	n/a	n/a	n/a	n/a	n/a	6,213	5	5,892	2	5a
First Trust Bank (IOM) Ltd	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	5,194	1	
HSBC Bank Trust Corporation (Isle of Man) Ltd	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	4,250	4	
	0		42,062		53,967		64,798		124,741		

	2008 £ million	2007 £ million	2006 £ million	2005 £ million	2004 £ million
TOTAL FOR THE YEAR	2,320	2,230	1,963	1,607	1,666

Notes

- The financial statements of RBS Coutts Bank (Manx) Limited are denominated in Swiss Francs. These have been converted to at 2008 - SwFr1.5286:£1; 2007 - SwFr 2.2498:£1; 2006 - SwFr 2.3890:£1; 2005 - SwFr 2.2626:£1; 2004 - SwFr 2.1832:£1.
- HSBC Custody Services (Isle of Man) Limited obtained a banking licence during 2005, being incorporated on 15 February 2005 and was dissolved on 12 February 2007.
- Northern Bank (Isle of Man) Limited changed its name to NBIOM Limited and was dissolved on 15 February 2005 and filing its first accounts for the period 15 February 2005 to 31 December 2005.
- During the year ended 31 March 2005 the Bank of Ireland Group centralised its offshore business by creating one offshore head office with a branch. For many years Bank of Ireland Group has operated a business in Guernsey, Bristol & West International Limited (BWIL). During 2005, customers of BWIL were invited to migrate their accounts to a new Guernsey branch of Bank of Ireland (I.O.M) Limited. On 16 January 2005 the company was granted a licence by the Guernsey Financial Services Commission to operate a branch in Guernsey and all consenting customers of BWIL were migrated to the branch.
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- The 2007 figures are presented under International Financial Reporting Standards for the first time. Prior year figures have not been restated for the purposes of the survey.
- 2008 and 2007 figures not available in respect of BNP Paribas Trust Company (IOM) Limited.
- Subsequent to acquisition by Kaupthing Singer & Friedlander (Isle of Man) Limited, The Derbyshire (Isle of Man) Limited changed its name to Knockdara Limited and surrendered its banking licence.
- On 8 October 2008, the Isle of Man Financial Supervision Commission suspended Kaupthing Singer & Friedlander (Isle of Man) Limited's banking licence. Following a High Court hearing on 27 May 2009, a winding up order was passed. Joint Provisional Liquidators and Deemed Official Receivers have been appointed.

Capital and Reserves



Net Interest Margin

Licenceholders

Ranking

	2008	2007	2006	2005	2004
HSBC Custody Services (Isle of Man) Limited	1	1	1=	1=	n/a
Bank of Bermuda (Isle of Man) Ltd	1	1	6	11	7
Close Trustees (Isle of Man) Limited	1	1	n/a	n/a	n/a
Conister Trust Limited	4	4	3	4	3
Isle of Man Bank Limited	5	5	4	6	5
Fairbairn Private Bank (IOM) Limited	6	7	9	10	11
Standard Bank Isle of Man Ltd	7	8	*	18	19
Cayman National Bank & Trust Company (Isle of Man) Ltd	8	6	7	9	9
Barclays Private Clients International Ltd	8	10	10	14	17
Duncan Lawrie (IOM) Ltd	8	12	12	15	15
Close Bank (Isle of Man) Ltd	11	11	11	13	12
Bradford & Bingley International Ltd	12	15	16	21	25
Zurich Bank International Ltd	13	13	5	7	6
RBS Coutts Bank (Manx) Ltd	14	22	23=	25	24
Barclays Private Bank & Trust (Isle of Man) Ltd	15	15	14	16	14
Habib European Bank Ltd	15	15	17=	17	13
Irish Nationwide (IOM) Ltd	17	18	17=	24	27
Britannia International Ltd	17	20	22	26	26
Irish Permanent (IOM) Ltd	19	14	13	20	18
Nationwide International Ltd	19	19	20=	23	22
Alliance & Leicester International Ltd	21	21	20=	19	21
Bank of Ireland (IOM) Ltd	22	22	19	22	23
Celtic Bank Ltd	23	24	25	28	28
Anglo Irish Bank Corporation (International) PLC (formerly Anglo Irish Bank Corporation (IOM) PLC)	24	25	23=	27	30
BNP Paribas Trust Company (IOM) Limited	#	#	1=	1=	1=
Kaupthing Singer & Friedlander (Isle of Man) Ltd	n/a	9	8	8	8
The Derbyshire (Isle of Man) Ltd	n/a	n/a	15	12	29
AIB Bank (Isle of Man) Ltd	n/a	n/a	n/a	n/a	20
Ulster Bank (Isle of Man) Ltd	n/a	n/a	n/a	n/a	16
NBIOM Limited	n/a	n/a	n/a	5	4
HSBC Trust Corporation (Isle of Man) Ltd	n/a	n/a	n/a	n/a	31
HSBC Trustee (Isle of Man) Limited	n/a	n/a	n/a	1=	1=
First Trust Bank (IOM) Ltd	n/a	n/a	n/a	n/a	10

#Figures in respect of BNP Paribas Trust Company (IOM) Limited were not available for the years ended 31 December 2008 and 31 December 2007.

*Figures not available for calculation.

Assets greater than £500m

	2008	2007	2006	2005	2004	Notes
Isle of Man Bank Limited	39%	38%	45%	49%	47%	5a
Fairbairn Private Bank (IOM) Limited	34%	28%	30%	32%	32%	5a
Standard Bank Isle of Man Ltd	32%	24%	21%	22%	26%	5b
Barclays Private Clients International Ltd	25%	23%	26%	25%	28%	5a
Bradford & Bingley International Ltd	20%	15%	16%	18%	16%	5a
RBS Coutts Bank (Manx) Ltd	17%	9%	8%	11%	18%	1
Irish Nationwide (IOM) Ltd	13%	13%	15%	14%	14%	5a
Britannia International Ltd	13%	12%	11%	10%	15%	5b
Irish Permanent (IOM) Ltd	11%	16%	19%	22%	27%	5b
Nationwide International Ltd	11%	12%	13%	15%	22%	5b
Alliance & Leicester International Ltd	9%	10%	13%	22%	22%	4
Bank of Ireland (IOM) Ltd	6%	9%	14%	17%	20%	5b
Anglo Irish Bank Corporation (International) PLC (formerly Anglo Irish Bank Corporation (IOM) PLC)	5%	5%	8%	14%	9%	

Assets between £250m - £500m

	2008	2007	2006	2005	2004	Notes
Close Bank (Isle of Man) Ltd	22%	22%	24%	26%	31%	
Zurich Bank International Ltd	18%	19%	43%	48%	40%	
Barclays Private Bank & Trust (Isle of Man) Ltd	14%	15%	18%	24%	30%	5a
Celtic Bank Ltd	6%	6%	5%	8%	11%	

Assets between £100m - £250m

	2008	2007	2006	2005	2004	Notes
Duncan Lawrie (IOM) Ltd	25%	21%	21%	24%	29%	5a
Habib European Bank Ltd	14%	15%	15%	23%	30%	

Assets between £50m - £100m

	2008	2007	2006	2005	2004	Notes
Conister Trust Limited	50%	62%	66%	67%	68%	5c
Cayman National Bank & Trust Company (Isle of Man) Ltd	25%	33%	37%	36%	55%	

Assets less than £50m

	2008	2007	2006	2005	2004	Notes
Close Trustees (Isle of Man) Limited	100%	100%	100%	n/a	n/a	
HSBC Custody Services (Isle of Man) Limited	100%	100%	100%	100%	n/a	2, 5a
Bank of Bermuda (Isle of Man) Ltd	100%	100%	41%	28%	40%	5a
BNP Paribas Trust Company (IOM) Limited	n/a	n/a	100%	100%	100%	6

Licences no longer held

	2008	2007	2006	2005	2004	Notes
Kaupthing Singer & Friedlander (Isle of Man) Ltd	n/a	23%	32%	36%	40%	5a, 8
Knockdara Limited (formerly The Derbyshire (Isle of Man) Ltd)	n/a	n/a	17%	28%	10%	7
AIB Bank (Isle of Man) Ltd	n/a	n/a	n/a	n/a	25%	
Ulster Bank (Isle of Man) Ltd	n/a	n/a	n/a	n/a	28%	
NBIOM Limited	n/a	n/a	n/a	n/a	100%	3
HSBC Trust Corporation (Isle of Man) Ltd	n/a	n/a	n/a	n/a	34%	
HSBC Trustee (Isle of Man) Limited	n/a	n/a	n/a	100%	100%	5a
First Trust Bank (IOM) Ltd	n/a	n/a	n/a	35%	36%	

Notes

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