

Report Price: £1095.00 | \$1478.58 | €1232.31

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



"For the first time since Mintel began examining Irish consumers' preferred channels for various banking activities and transactions, the digital channels trump branches for every activity. The coming years will likely see branches further edged out of transactions and everyday banking activities, as they increasingly become viewed as centres for selling and advice."

- Brian O'Connor, Senior Consumer Analyst

This report looks at the following areas:

- Cautious optimism around Irish economic outlook
- Continued job growth and low unemployment in both economies
- Current account fees and charges increasing across the board in RoI
- Switching more common among NI than RoI consumers

With near-universal ownership of current accounts among Irish consumers – and, in RoI, a distinct lack of competition or differentiation – it is tempting to view the current account market in Ireland as an area of mature stagnancy. There is much happening beneath the surface, however – namely, the rapid emergence of mobile banking as the go-to, everyday preferred channel. Together, the two digital channels – online banking and mobile banking – have now overtaken and surpassed branch banking in consumers' preferences for all activities and transactions, but mobile banking looks set to become the primary digital channel in the very near future.

BUY THIS REPORT NOW

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533

> Brazil 0800 095 9094

Americas +1 (312) 943 5250

China +86 (21) 6032 7300

арас +61 (0) 2 8284 8100

EMAIL: reports@mintel.com

DID YOU KNOW?

This report is part of a series of reports, produced to provide you with a more holistic view of this market



Report Price: £1095.00 | \$1478.58 | €1232.31

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Table of Contents

Overview

What you need to know

Issues covered in this Report

Executive Summary

The market

Figure 1: Total number of active current accounts, actual, estimated, forecasted and projected, IoI, RoI and NI, 2013-24

Forecast

Figure 2: Index of total number of active current accounts, actual, estimated, forecasted and projected, RoI and NI, 2013-24

Market factors

Cautious optimism around Irish economic outlook

Continued job growth and low unemployment in both economies

Current account fees and charges increasing across the board in RoI

Switching more common among NI than RoI consumers

Companies and brands

The consumer

Most Irish consumers have a minimum of one current account

Figure 3: Number of personal current accounts owned by consumers (including those held jointly with someone else), NI and RoI, June 2019

NI current account market far more competitive than RoI market

Figure 4: Where consumers hold their main current account (ie the one that their salary is paid into or the one they use most regularly), NI, June 2019 Figure 5: Where consumers hold their main current account (ie the one that their salary is paid into or the one they use most regularly), RoI, June 2019

Majority of RoI and many NI consumers have never switched accounts

Figure 6: Whether consumers have ever switched where their main current account is held, NI and RoI, June 2019

Digital banking channels dominate consumer preferences

Figure 7: Preferred methods of conducting selected banking activities, NI and RoI, June 2019

What it means

The Market – What You Need to Know

Positive outlook for both Irish economies, but pitfalls remain

Employment growth and low unemployment across Ireland

Cost of current accounts likely limited multiple account ownership in RoI

Switching more common among NI than RoI consumers

Market Size and Forecast

Slight increase in number of active current accounts in Ireland in 2019

Figure 8: Total number of active current accounts, actual, estimated, forecasted and projected, IoI, RoI and NI, 2013-24

RoI market to grow by 9% and NI by 4% in coming five years

Figure 9: Index of total number of active current accounts, actual, estimated, forecasted and projected, IoI, RoI and NI, 2013-24

Market Drivers

BUY THIS REPORT NOW



Report Price: £1095.00 | \$1478.58 | €1232.31

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Both Irish economies set to continue growing over coming years Figure 10: Economic growth forecasts, NI, RoI and UK, 2019-23 Job growth continuing in RoI, slowing down in NI - but unemployment low Figure 11: Employment growth forecasts, NI, RoI and UK, 2019-23 Current accounts becoming more expensive for RoI consumers Figure 12: Charges and fees, personal current accounts, RoI, July 2019 Switching activity among RoI consumers falls to lowest ever level Figure 13: Number of current account switches, RoI, 2013-18 Almost 1 million switches in UK (including NI) in 12 months to March 2019 Figure 14: Monthly switching volumes, UK (including NI), October 2018-March 2019 In Q4 2018, NI-based providers lost over 2,000 accounts to account switching Figure 15: Current account switching, participant data, UK (including NI), Q4 2018 More than 50,000 complaints about current accounts in RoI in 2018 Figure 16: Number of complaints about current accounts, RoI, 2014-18 Account administration and processing account for 50% of complaints Figure 17: Complaints about current accounts, by complaint type, RoI, H2 2018 Complaints about current accounts up 27% in 2018/2019 in UK (including NI) Figure 18: Volume of new complaints received by FOS, current accounts, UK (including NI), 2017-19 **Companies and Brands – What You Need To Know** AIB and Danske Bank investing in responsible business practises KBC Ireland continues to focus on compatibility Permanent TSB investing in digital banking project Santander repurposes closed branch as Work Café Ulster Bank change current account fees for RoI consumers Who's Innovating? AIB acquire Payzone in joint venture with First Data NatWest trialling debit card with fingerprint contactless payment Starling Bank confirms it would be launching RoI subsidiary

Companies and Brands

Allied Irish Bank Key facts Product portfolio Recent developments An Post (RoI only) Key facts Product portfolio Bank of Ireland Key facts

BUY THIS REPORT NOW



Report Price: £1095.00 | \$1478.58 | €1232.31

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Product portfolio
Recent developments
Danske Bank (NI only)
Key facts
Product portfolio
Recent developments
EBS (RoI only)
Key facts
Product portfolio
Halifax (NI only)
Key facts
Product portfolio
Recent developments
HSBC (NI only)
Key facts
Product portfolio
Recent developments
KBC Ireland (RoI only)
Key facts
Product portfolio
Recent developments
Nationwide (NI only)
Key facts
Product portfolio
Recent developments
Permanent TSB (RoI only)
Key facts
Product portfolio
Recent developments
Santander (NI)
Key facts
Product portfolio
Recent developments
Ulster Bank (NI only)
Key facts
Product portfolio
Recent developments
The Consumer – What You Need to Know
Only one in 25 consumers in Ireland does not have a current account

Only one in 25 consumers in Ireland does not have a current account

BUY THIS REPORT NOW



Report Price: £1095.00 | \$1478.58 | €1232.31

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

More competition in NI than in RoI, with two dominant RoI providers

More than half of RoI and almost half NI consumers never switched

Digital channels first choice among consumers for all activities

Ownership of Current Accounts

Vast majority of consumers in Ireland have at least one current account

Figure 19: Number of personal current accounts owned by consumers (including those held jointly with someone else), NI and RoI, June 2019

Social class a significant factor in multiple account ownership

Figure 20: Consumers who own two personal current accounts (including those held jointly with someone else), by social class, NI and RoI, June 2019

Tendency to have multiple accounts increases exponentially with income

Figure 21: Consumers who own two personal current accounts (including those held jointly with someone else), by household income, NI and RoI, June 2019

Multiple account ownership highest among those with 'healthy' finances

Figure 22: Consumers who own two personal current accounts (including those held jointly with someone else), by financial situation, NI and RoI, June 2019

Where Current Accounts Are Held

No single dominant force in NI current account market

Figure 23: Where consumers hold their main current account (ie the one that their salary is paid into or the one they use most regularly), NI, June 2019

Similar level of competition in NI's non-main current account market

Figure 24: Where consumers hold their other/non-main current account, NI, June 2019

Just four providers control 85% of RoI current account market

Figure 25: Where consumers hold their main current account (ie the one that their salary is paid into or the one they use most regularly), RoI, June 2019

Less dominance, more competition in RoI non-main account sector

Figure 26: Where consumers hold their other/non-main current account, RoI, June 2019

Switching Activity

Most RoI, many NI consumers never switched current account provider

Figure 27: Whether consumers have ever switched where their main current account is held, NI and RoI, June 2019

Recent switching activity low among both sets of consumers

Younger consumers somewhat more likely to have never switched

Figure 28: Consumers who have never switched their main current account provider, by gender and age, NI and RoI, June 2019

Methods Used for Selected Activities

Digital (mobile and online) now the mainstream channel for banking

Figure 29: Preferred methods of conducting selected banking activities, NI and RoI, June 2019

Figure 30: Preferred methods of conducting selected banking activities; internet (both mobile banking and online banking) vs in-branch counter services, NI, June 2019 Figure 31: Preferred methods of conducting selected banking activities; internet (both mobile banking and online banking) vs in-branch counter services, RoI, June 2019

Branches popular when consultation or documentation required

Figure 32: Consumers who prefer to use in-branch counter services when conducting various banking activities, NI and RoI, June 2019

Online banking filling the role that branches previously held

Figure 33: Consumers who prefer to use online banking using a desktop/laptop when conducting various banking activities, NI and RoI, June 2019

Mobile banking the main channel for fast, simple activities

Figure 34: Consumers who prefer to use mobile banking (ie app/website) when conducting various banking activities, NI and RoI, June 2019

BUY THIS REPORT NOW



Report Price: £1095.00 | \$1478.58 | €1232.31

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Appendix – Data Sources, Abbreviations and Supporting Information
Data sources
Abbreviations

BUY THIS REPORT NOW