





Introduction to Raiffeisen

Raiffeisen Banking Group

RAIFFEISEN BANKING GROUP

	494 Local Raiffeisen Banks with more than 2,200 outlets
	8 Regional Raiffeisen Banks and other shareholders
88.86%	
	Raiffeisen Zentralbank Österreich AG
60.7%	
	Free float 39.3%

RAIFFEISEN BANK INTERNATIONAL

RBI regards both **Austria**, where it is a **leading corporate and investment bank**, and **Central and Eastern Europe (CEE)** as its home market

RBI is the only Austrian bank with a **presence in both the world's financial centres** and in **Asia**, the group's further geographical area of focus

Balance sheet total	EUR 121.0 bn
Tier 1 ratio (fully loaded)	10.9%
Moody's LT Rating	Baa2
Branch offices	2,866
Employees	54,730



INVESTMENT BANKING

Raiffeisen Bank International		Local IB Units	
ECM	M&A	M&A	ECM
DCM	Energy/Utilities ✓	Consumer Goods ✓	DCM
Syndication	TMT ✓	Financial Sponsors ✓	Broke- rage
ABF	Financial Institutions ✓	Industrials ✓	
Transaction Mgmt	SEE ✓		

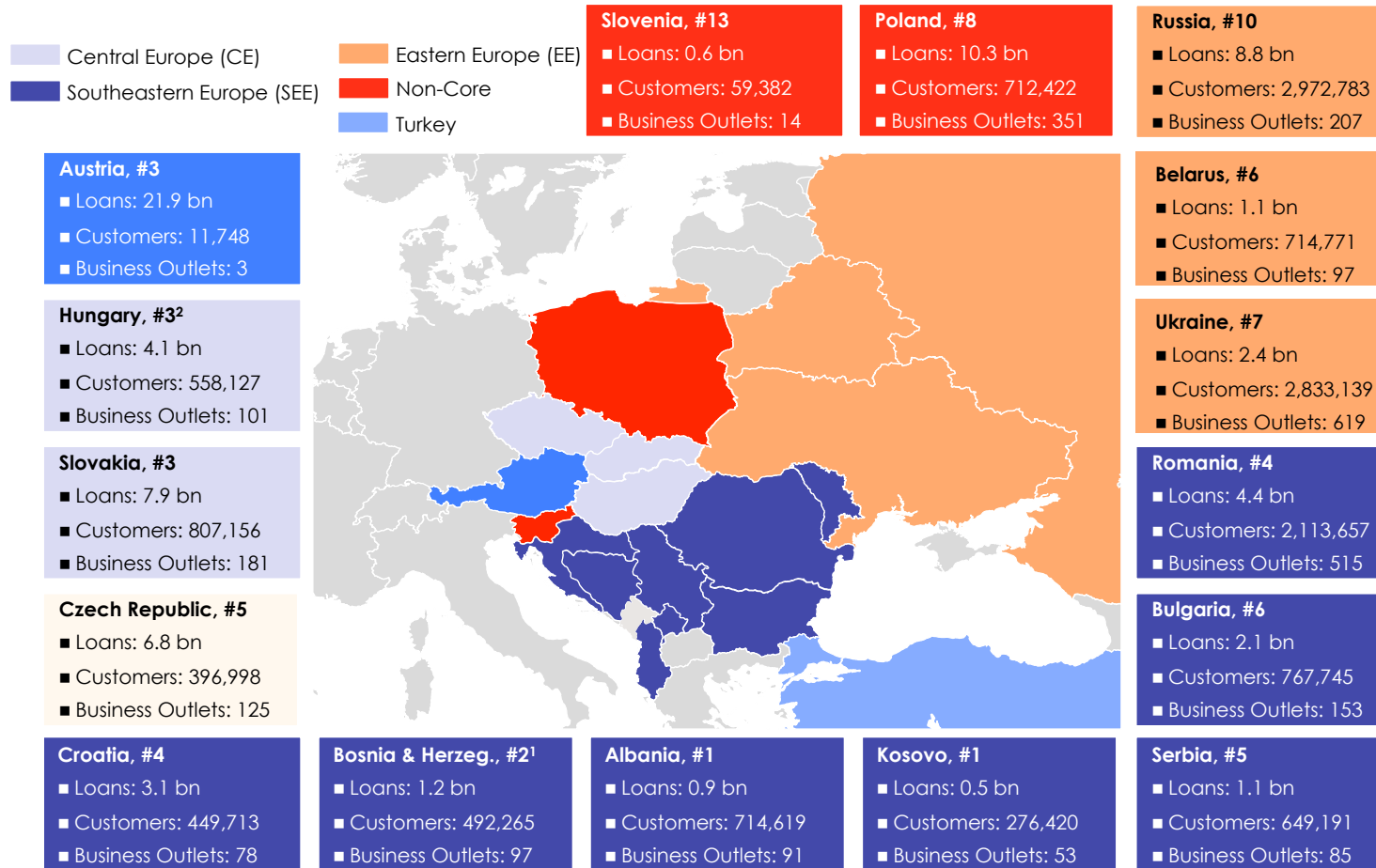
Integrated structure combining industry experts from Vienna and local M&A expertise...

....complemented by specialized team dedicated to SEE and Western CIS

			
Best Regional Bank in CEE	Best Bank in CEE	Bank of the Year in CEE	Best Bank in CEE

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RBI's Geographic Footprint



- Leading regional player with CEE presence of over 25 years
- Covering 16 markets (incl. Austria), thereof nine are EU members and Serbia has candidate status
- Top 5 market position in 10 countries
- Strong market position with Austrian corporates focusing on CEE

Notes: Position based on loans and advances to customers as of Q1 2015. All loan data in EUR. Additionally, RBI operates leasing units in Moldova and Kazakhstan
 (1) Bosnia & Herzegovina data as of 4Q2014
 (2) RBHU ranking data as of 4Q2014

Introduction to Raiffeisen

The Leading M&A Adviser in CEE & Turkey

Our business model is characterised by in-depth corporate finance related sector know-how in industries such as:

- Consumer Goods & Life Sciences
- Energy & Utilities
- Industrials
- Financial Institutions
- Telecom, Media, Technology
- Financial Sponsors
- SEE & Western CIS

Sector know-how

The teams are Vienna-based and include a dedicated Financial Sponsors coverage as well as Corporate Financial Advisory team

To complement the M&A business in SEE and Western CIS a specialized team is in place in Vienna

Product expertise

Raiffeisen has successfully advised on more than 500 M&A transactions in the past two decades. Our professionals have long-standing experience in advising clients on successfully closing M&A transactions in our core region Central & Eastern Europe and Turkey.

Regional coverage

We are covering our home markets in Central and South-Eastern Europe, Russia and Turkey with experienced M&A and Corporate Finance specialists in our local network banks and our Raiffeisen Investment subsidiary in Turkey.

Team setup

Following our client wishes, customized cross border teams are set-up to best structure and execute medium to large-scale transactions, while following a one-face policy.



Best M&A House in CEE
 Best M&A Deal in CEE
 In the Year 2014



Investment Bank of
 the Year 2014
 in Austria



Lead M&A Advisory
 of the year 2013
 Central Eastern Europe



Austrian Investment Bank
 of the Year in 2013



Financial Advisor
 of the Year 2013 in Turkey



EMEA
 Finance Achievement
 Award in 2012



M&A Advisory Firm
 of the Year –
 Europe in 2011



Winner of the
 DealMakers
 Country Awards in 2011



InterContinental
 Finance Magazine
 HIGHLY COMMENDED
 TOP TIER 2011



Central Europe
 M&A Advisor of the Year
 in 2011



M&A Advisory Firm
 of the Year in CEE
 in 2011



Best Corporate Finance
 Advisory Firm in Austria
 in 2011



Investment Bank of
 the Year in Austria
 in 2011