

Pushing Eastern Europe Forward

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1 Introduction to Raiffeisen Bank International

RBI Key Financial Indicators

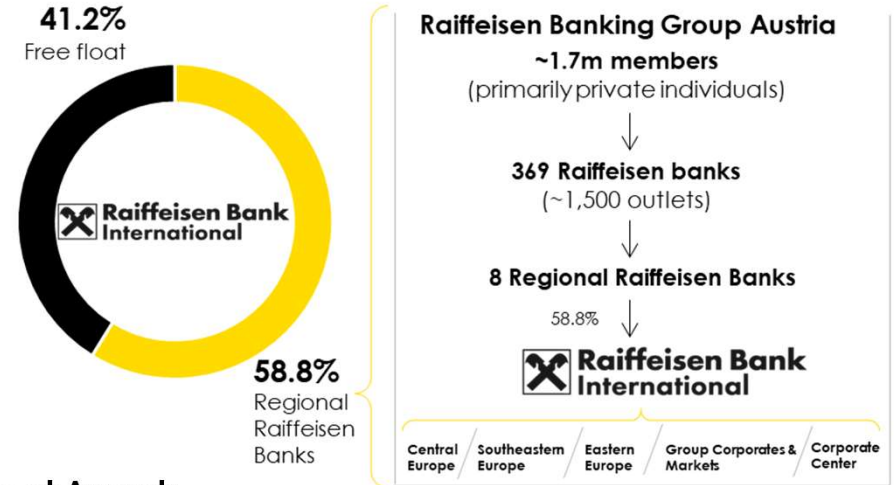
	FY 2019	FY 2020	
Total Assets	EUR 152bn	EUR 165bn	1 Growing asset base supported by good fundamentals in RBI's core region
Net Profit	EUR 1.4bn	EUR 910m	
Return on Equity	11.0%	6.4%	2 Very strong capital position to withstand market volatility and COVID impact
CET 1 Ratio (fully loaded)	13.9 %	13.6%	
Moody's LT Rating		A3 (STBL)	3 Excellent credit rating through repeated upgrades
S&P LT Rating		A- (NEG)	
Employees	46,900	46,100	
Market Capitalization		EUR 5.5 bn	

as of 31.12. 2021 (preliminary)

Corporate & Investment Banking @ RBI

Lending	Capital Markets	Transaction Banking	Advisory
<ul style="list-style-type: none"> – Bilateral Loans – Investment Finance – Project Finance – Real Estate Finance – Etc. 	Debt Capital Markets <ul style="list-style-type: none"> – Eurobonds – Local bonds – Schuldschein – Loan syndication – Asset-based finance Equity Capital Markets <ul style="list-style-type: none"> – IPOs / SPOs – Rights Issues – ABBs 	Trade Finance <ul style="list-style-type: none"> – Guarantees – Letters of Credit – Etc. Export Finance Cash Management	M&A and Corporate Finance Advisory <ul style="list-style-type: none"> – Specific industry sector teams – Buy-side / sell-side advisory – Strong on-the-ground presence in CEE

Ownership Structure



Recent Awards



01 RBI Group

Geographic Footprint

	MARKET POS.	LOAN VOLUME (EUR bn)
AUSTRIA	#3	36.8
CZECH REPUBLIC	#5	11.5
HUNGARY	#5	4.0
SLOVAKIA	#3	11.4
ALBANIA	#3	0.7
BOSNIA & HERZEGOVINA	#2	1.3
BULGARIA	#6	3.0
CROATIA	#5	2.7
KOSOVO	#1	0.7
ROMANIA	#5	6.0
SERBIA	#5	1.7
RUSSIA	#9	9.0
UKRAINE	#5	1.3
BELARUS	#4	1.2

Branches

Frankfurt, London, Beijing, Singapore

Representative Offices

Brussels, Paris, Stockholm, Ho Chi Minh City, Mumbai, Seoul

New York Broker Dealer



RBI's Sustainability Strategy



RBI - The Leading Financial Institution In Austria

- When it comes to sustainability, RBI is *the* leading financial institution in Austria!
- "Prime Status" and Level "C+" by ISS-ESG (June 2020)
- Sustainalytics: Ranked 29th of 379 reviewed diversified banks (December 2019)
- Since 2015, RBI is included in the STOXX ® ESG Leaders Indices, the FTSE4Good Index Series, as well as Austrian vönix Index
- In 2019, RBI was again in CDP's leadership list; it is recognised as one of Austria's top five companies included in the ranking and, for the fifth time in a row, the best domestic company in the financial sector



Raiffeisen Bank International	Raiffeisen Bank International
EUR 750,000,000	EUR 500,000,000
0.375% Green Bonds due 2026	0.25% Green Bonds due 2021
BOOKRUNNER	BOOKRUNNER
Sept. 2019 Austria	July 2018 Austria

INDUSTRIES



Technology



Manufacturing



Food & Beverage



Telecom



Agri Commodities & Fertilizers



Packaging



Automotive



Metals & Mining



Pharma & Healthcare

Construction &
Building Materials

Oil & Gas



Retail

Infrastructure &
Logistics

Utilities



Real Estate

We provide one face to our customers from around the world who seek a **well-experienced and highly dedicated financial solution provider in Austria & CEE**. Our broad portfolio of reference cases serves as the basis for in-depth industry experience. Every day, a service-oriented team of experts works to provide **the best corporate and investment banking solutions** – from innovative Cross Border Applications to ESG financing advisory and access to one of the largest investor universes in CEE

PRODUCT CATEGORIES

Our services include the following areas:

**FINANCING**

Working capital financing
Investment financing
Structured financing
Real estate financing
Factoring

**TRADE FINANCE**

Guarantees
Letters of credit
Documentary collection

**EXPORT FINANCING**

ECA financing
Speed Track

**LEASING**

Equipment
Real estate
Fleet management

**INVESTMENTS**

Fixed deposits
Investment Funds
Asset Management
Custody
Fund Brokerage

**INVESTMENT BANKING**

Debt Capital Markets
Equity Capital Markets
Asset Based Finance
Mergers & Acquisitions

**HEDGING**

Foreign Exchange
Interest Rate

**CASH MANAGEMENT**

Current accounts
Payment services
Cash Pooling
Electronic Banking Solutions
RBI Business Banking App

2 Case Studies

Industry Overview

- After the financial crisis (2008) several refinancing programs have been introduced in Hungary - **at a reasonable price**
- Support mostly for **SME**
- The programs operated by the Hungarian Export-Import Bank („EXIM”) do not exclude companies based on their size and **the rates were the lowest** in the Hungarian market.

Funding Purpose & Securities

- Funds provided for **export prefinancing by EXIM** through commercial banks (e.g. through Raiffeisen Bank)
- Type of facility: the loan was provided for general **working capital financing** purposes
- Collateral: EXIM issued a bank guarantee to cover 50% of the deal amount (also a **risk participation from EXIM**)

Key Financials

Company Size

- **Hungarian subsidiary** of a **German** large corporate
- The Group has **several subsidiaries** in this region
- The Group is active in the **service sector**



Terms and Conditions

- Amount: **EUR 7,500,000,-**
- Tenor: **5 years**
- Repayment: half annually in equal installments
- Favourable, **fixed interest rate** during the whole tenor
- Pricing is much more competitive than an interest rate applied by a commercial Bank
- The same amount in the same structure was borrowed from another commercial bank at the same time

Industry Overview

Cheese **production** in Russia is gradually **growing**. **Profitability** of market players is **volatile** due to volatility of prices on raw. **Around 25% of all milk and dairy products in Russia is imported.**

- Cheese makes 28% in imports value.
- In **2014 the Russian Federation** imposed an **embargo on imports**, including cheese and butter.
- The countries, which previously used to make up to 38% of total imports, had to leave the market (Finland, the Netherlands, Germany etc.).
- Currently import market is **dominated** by the Republic of **Belarus**.

Funding Purpose & Securities

- Due to the **market conditions** and the entered import ban, a **German dairy producer saw the necessity to localize and found a Russian dairy producer to acquire.**
- **RBI + RBRU** structured the transaction together. Purpose for financing: acquisition of the assets, refinancing of existing debt of the Russian companies.
- **Security:** corporate guarantee of HQ provided to RBI.
- **Local financing provided by RBRU**

Key Financials

Company Size

- **5 Russian companies** with total revenues of approx. **50 mln EUR**
- Existing player with **<1% market share**

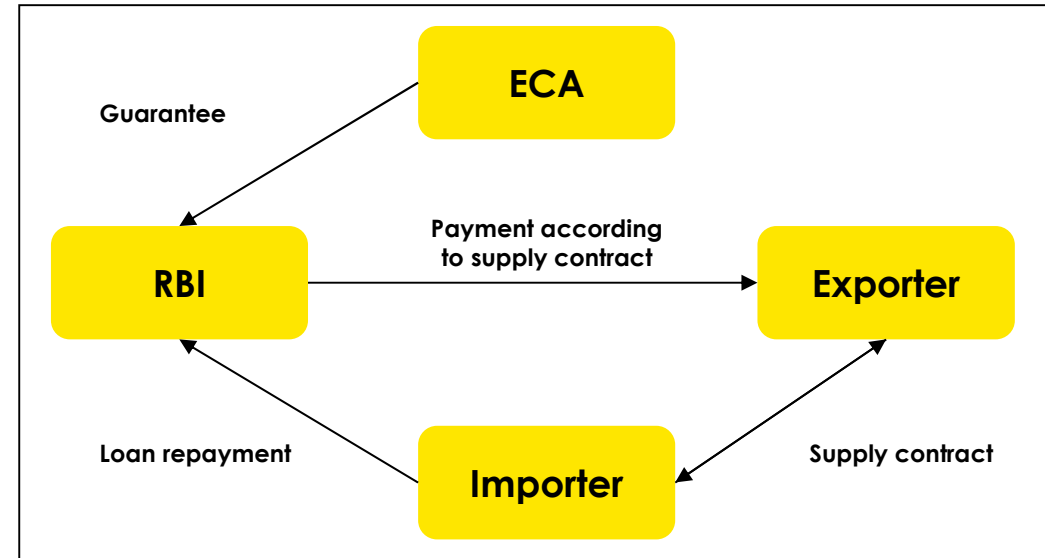


Terms and Conditions

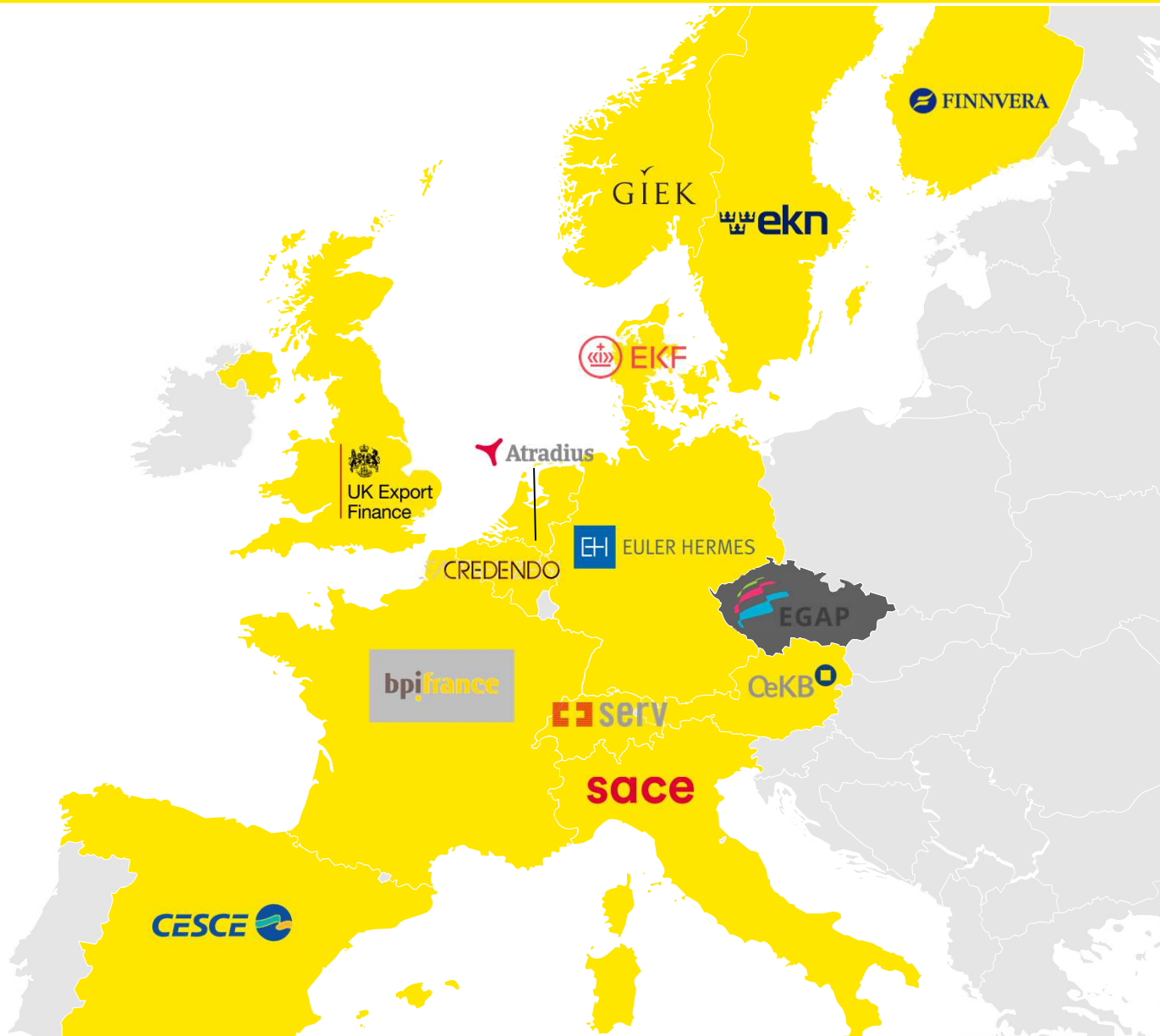
- **Non-revolving committed Credit Line**
- Amount: not disclosed
- **Tenor – 7 years**
- Repayment – 1y Grace period; following quarterly repayments
- **Interest rate – fixed RUB rate** for the full term of the facility

3 eSpeedtrack Buyer's Credit

Product	eSpeedtrack is a digitized medium to long term financing solution (buyer's credit) for Importers – particularly for transaction volumes from EUR 2 to 10 million.	
Terms	<ul style="list-style-type: none"> – Financing of capital goods – Standardized loan agreement – Tenors: 3 to 8 years – Up to 5 drawdowns within the defined availability period – Up to 85% of the Export Contract Value + ECA Guarantee Charges can be financed – Repayment in semi-annual instalments – Currency: EUR or USD – Governing law – Austria 	
Export Credit Agency (.ECA')	<p>Government institutions or institutions acting on behalf of the government of the Exporter's country.</p> <p>An Export Credit Agency (ECA) covers 95 to 100 percent of losses related to commercial and political risks.</p>	
Regulation	The terms and conditions of an eSpeedtrack buyer's credit are regulated by the OECD Consensus which sets guidelines regarding the tenor, repayment structure, financing amount and general eligibility criteria.	
Onboarded ECAs	<ul style="list-style-type: none"> – OeKB / Austria – EKF / Denmark – SACE / Italy 	<ul style="list-style-type: none"> – Euler Hermes / Germany – EKN / Sweden – Finnvera / Finland



Advantages	
<ul style="list-style-type: none"> – Financing offer via the digitized eSpeedtrack platform – Indicative offer within 72 hours – Fast Lane Credit Approval Process – Requesting quotes online (live 10/2019) – Standard Loan Documentation – Fully digitized Customer Identification & KYC process (eKYC) – Buyer's credit rating should allow financing even on an unsecured basis – For importer's in our focus countries 	



ECA	Country	Sov. Rating (S&P)
OeKB	Austria	AA+
Euler Hermes	Germany	AAA
SERV	Switzerland	AAA
EKN	Sweden	AAA
GIEK	Norway	AAA
Atradius	Netherlands	AAA
EKF	Denmark	AAA
Finnvera	Finland	AA+
UKEF	UK	AA
Bpifrance	France	AA
Credendo	Belgium	AA
CESCE	Spain	A-
SACE	Italy	BBB



4 Your dedicated Team at Raiffeisen Bank International

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Head of Frankfurt Branch
Corporate Customers
10+ years of Corporate Banking experience

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5 Appendix Cash Management

INNOVATION

DIGITALIZATION

TRUST

- **Cash management** is a core competence of RBI Group
- Strong **local presence in CEE**
- **Fast and efficient processes**
- **Flexible and customized solutions**
- **Central coordination and simplification through digitalisation**
 - Central account opening
 - Central processing
 - Unified contracts for several countries



Payments

- **Domestic, SEPA, FCY/cross-border**
- **Quick and transparent:**
 - **RBI Intragroup Payments (IGP)**
 - **Instant Payments (SEPA)**
 - **SWIFT gpi** (EUR, USD, GBP, CHF, HUF, PLN, CZK, RON, BGN)
 - **Payment Tracking**
- Full member in **local CEE clearing** systems and **international clearing**
- **Global correspondent banking network** ensures fast and efficient international payments including **exotic currencies**
- **Billing Solution:** provides all data on payment transactions based on camt.086
- **Virtual IBAN** – 100% allocation of your incoming payments

Electronic Banking

- **Account information** (camt.052, camt.053, MT940, MT942)
- **ELBA-business MBS:** enables direct access to all your accounts held with Austrian MBS banks
- **CMI@Web:** central online-banking for RBI group in CEE
- **EBICS:** direct connection between corporate clients and banks (**Corporate Seal available**)
- **Host-to-host** connection: based on **Corporate Seal**
- **SWIFT for Corporates:** multinational corporates are able to participate in the global SWIFT network

Liquidity Management

- **Cash concentration** and **interest optimisation**
- Improved **intercompany financing**
- Various **currencies** available
- **Local zero balancing / cross-border zero balancing**
- **Cross Border Target Balancing** – Integration of **third-party banks**
- **Notional Pooling**
- **Virtual Accounts**
 - Massive reduction of physical bank accounts
 - Maximum optimisation and efficiency increase



- Upgrade of **central E-Banking CMI@Web**
- Extension and flexibilisation of **CGI formats** through “**Central Conversion Solution (CCS)**”
- **Corporate Seal** for electronic connectivity
- **API interface for real-time** CM Services in CEE
- **Cash Management Billing Solution (CMBS)** – **camt.086** rollout via RBI for the Raiffeisen Network in CEE
- **Cross Border Pooling** in **Belarus** and **Russia**

Digitalisation
Centralisation
Optimisation

Continuous
development of
portfolio for our
customers



6 Appendix Export Finance

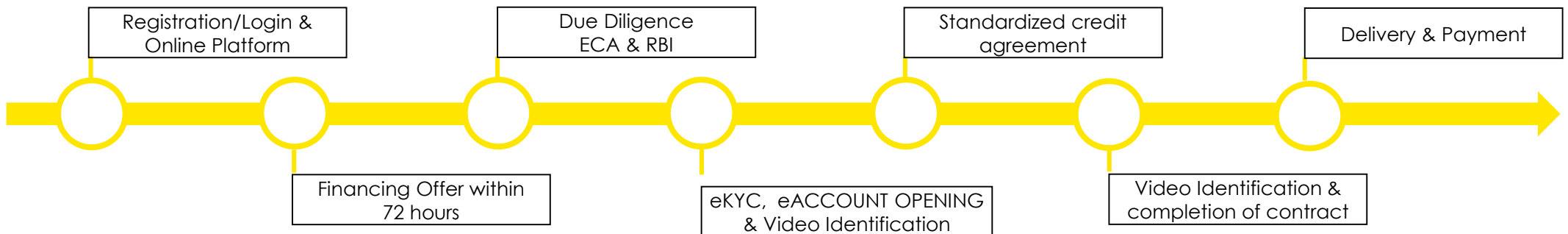
EXPORTER

- ✓ Financing is a door-opener in sales negotiations
- ✓ Sale of products in difficult markets
- ✓ Export will become a cash transaction for the exporter
- ✓ Cover of payment risk
- ✓ Tenders often require to include financing solutions

IMPORTER

- ✓ Long-term financing
 - ✓ Start of repayment after delivery
 - ✓ Long drawdown period
- ✓ Attractive Pricing due to better risk structure
- ✓ Credit lines for other financing remain intact
- ✓ Positive reputation effect when secured by ECA

- 👍 Buyer's Credits so far only available for large-volume business (> EUR 10mn)
- 👍 eSPEEDTRACK = Digitization + Process Optimization
- 👍 eSPEEDTRACK makes customer financing possible for small-volume transactions

Fully digitized process – Indicative offer can be requested and received by the Exporter as well as the Importer

06

Deal Review - eSpeedtrack

It took Epicentr only 8 weeks to receive their ECA covered credit – fully online of course

TRANSACTION HIGHLIGHTS

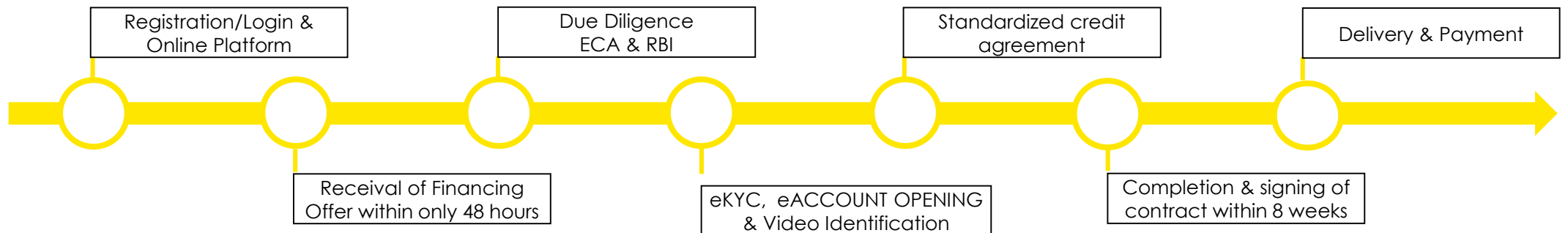
- ✓ In 2020 RBI was approached by Epicentr (Importer and Borrower) via the RBI eSpeedtrack Online-Platform. They received their financing offer for purchasing supply from Vanderlande (Exporter) with an Atradius cover (ECA) within 48 hours.
- ✓ RBI managed to structure the financing for a sortation system delivered from The Netherlands to Epicentr in Ukraine and closed the entire transaction within 8 weeks.



TERMS

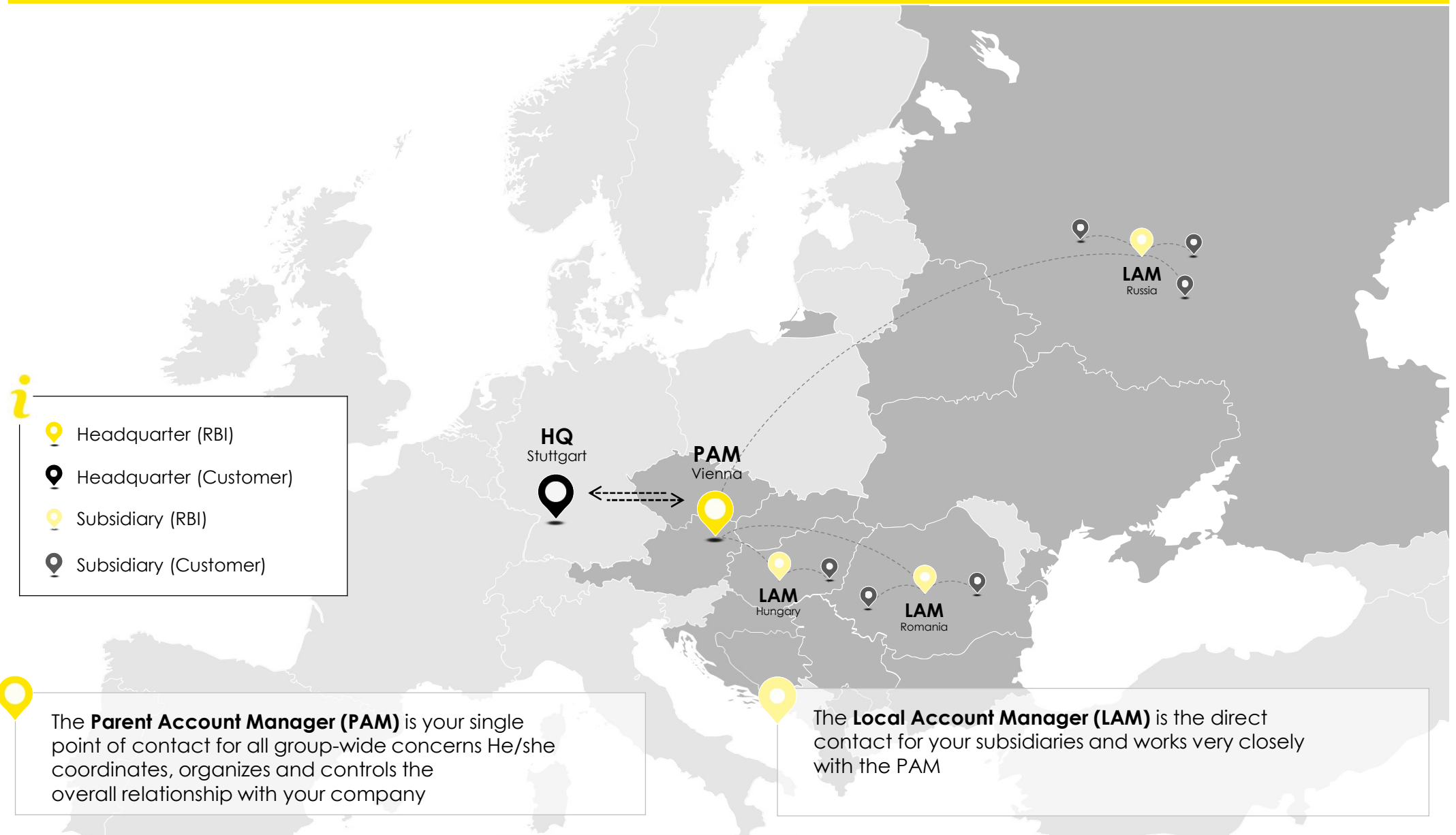
Project	Financing the delivery of a sortation system
Exporter	Vanderlande Industries B.V., Netherlands
Borrower	Epicentr K LLC, Ukraine
Facility Amount	EUR 5,300,000
Availability	Up to 12 months availability period
Repayment	10 equal consecutive semi-annual repayment instalments
ECA	Atradius Dutch State Business (covers 95% related to commercial and 98% related to political risks)

Timeline for Epicentr and Vanderlande



07 Global Account Management System

Thanks to our PAM / LAM System we can optimally serve your needs as a MNC



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