



Raiffeisen Bank International AG

Global Export Finance Presentation



**Raiffeisen Bank
International**

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1 RBI at a Glance

- A leading **corporate and investment bank** for Austria's Top 1,000 companies and Western European commercial customers
- A leading universal bank in Central and Eastern Europe with **one of the largest networks** among Western banking groups
- A **niche player** on international markets
- **Representative offices** and **service branches** at selected Asian and Western European locations
- **Listed** on the **Vienna Stock Exchange**
- The **Regional Raiffeisen Banks** hold **approx. 58.8 per cent** of the share capital, the remainder is in free float



1 RBI at a Glance

Selected key figures

Customers: ~ 16.7 million

Business outlets: ~ 2,400

Employees: ~ 50,000

Consolidated Profit Q2/2018: € 357 million

Market capitalisation: ~ € 8.6 billion

(Data as of 30/06/2018)

RBI Ratings

	Long term	Outlook	Short term
Standard & Poor's	BBB+	positive	A-2
Moody's	A3	stable	P-2

Market presence in CEE

The group's home market is Austria and CEE. 14 markets across the region covered by subsidiary banks. Additionally, the group comprises numerous other financial service providers, for instance in the fields of leasing, asset management or M&A.

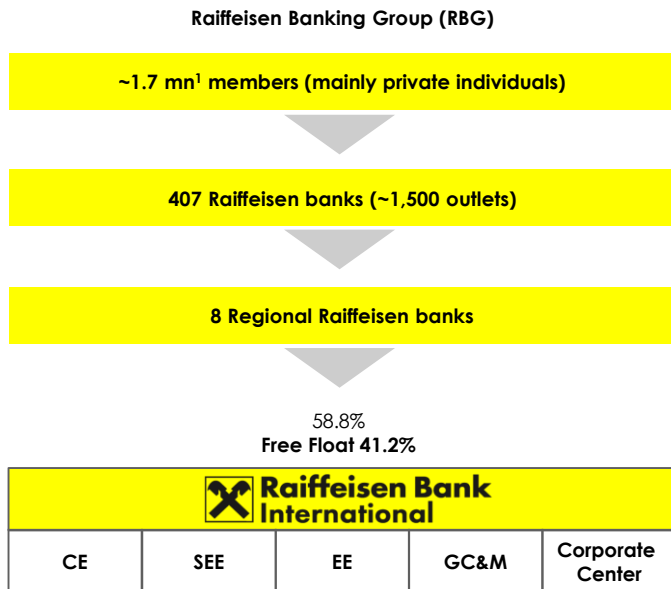
Worldwide market presence

RBI is currently present in 27 countries with subsidiary banks, representative offices, service branches and other financial service providers.

Moody's ratings for RBI Network Banks

	Long term	Outlook	Short term
Tatra banka, Slovakia	Baa1	RuRD	P-2
Raiffeisenbank, Russia	Ba1	Stable	NP
Raiffeisenbank, Bulgaria	Ba2	RuRD	NP
Raiffeisen Bank, Romania	Ba1	RuRD	NP
Raiffeisen Bank Aval, Ukraine	Ca	Negative	NP

1 Group and Shareholder Structure



- **Raiffeisen Banking Group (RBG)** – largest banking group in Austria with total assets of EUR 286.0 bn as of 31/12/2017
- Solid funding profile of RBG based on a domestic market share of around 30% of total customer deposits, not least due to superior brand recognition

Three-tier structure of RBG:

- 1st tier: 407 independent cooperative Raiffeisen banks focusing on retail banking. They hold shares in:
- 2nd tier: 8 independent regional Raiffeisen banks focusing on corporate and retail banking. They hold approx. 58.8% of the share capital of:
- 3rd tier: Raiffeisen Bank International AG

Protection schemes within RBG

RBG's Institutional Protection Schemes (IPS):

Protection schemes designed pursuant to CRR to ensure the liquidity and solvency of participating members. There are IPS at the regional level as well as one at the federal level.

Österreichische Raiffeisen Einlagensicherung eGen (ÖRE):

Statutory deposit protection scheme of RBG pursuant to the applicable EU legislation implemented in Austria. From 2019, funds will be transferred to ESA (Einlagensicherung Austria) as ÖRE will no longer perform this function

Raiffeisen Kundengarantiegemeinschaft Österreich (RKÖ):

Voluntary supplementary scheme protecting customers' deposits up to the economic reserves of the participating banks. RKÖ is implemented in seven Austrian provinces and includes RBI

Note: Data as of 12/2017, except where otherwise stated
1) As of 01/2018

2 Financial Highlights FY 2017

In EUR mn

		FY/2017	FY/2016	y-o-y
Profitability	Net interest income	3,208	3,197	0.3%
	Net fee and commission income	1,719	1,599	7.5%
	Net trading income	244	220	11.3%
	Operating income	5,228	5,112	2.3%
	General administrative expenses	(3,104)	(3,141)	(1.2)%
	Net provisioning for impairment losses	(287)	(758)	(62.1)%
	Other results	(224)	(267)	(15.9)%
	Profit/loss before tax	1,612	946	70.4%
	Profit/loss after tax	1,246	636	95.8%
Consolidated profit/loss	1,116	520	114.6%	
		31/12/2017	31/12/2016	YTD
NPL/NPE	NPL ratio	5.7%	8.7%	(3.0)PP
	NPE ratio	5.1%	8.1%	(3.0)PP
	NPL coverage ratio ¹	67.0%	75.2%	(8.1)PP
	NPE coverage ratio ²	56.3%	66.3%	(10.0)PP
	Loans and advances to customers	81,232	79,769	1.8%
		31/12/2017	31/12/2016	YTD
Capital Ratios	Common equity tier 1 ratio (fully loaded)	12.7%	12.4%	0.3PP
	Tier 1 capital ratio (fully loaded)	13.6%	12.4%	1.2PP
	Total capital ratio (fully loaded)	17.8%	17.1%	0.7PP

1) Impairment losses on loans and advances to customers in relation to non-performing loans to customers

2) Individual impairment losses on loans and advances to customers and banks in relation to non-performing exposure to customers and banks

2 Financial Highlights H1 2018

In EUR mn		Q2/2018	Q1/2018	q-o-q	H1/2018	H1/2017	y-o-y
Profitability	Net interest income	834	829	0.7%	1,663	1,593	4.4%
	Net fee and commission income	460	410	12.1%	869	843	3.2%
	Net trading income and fair value result	18	(1)	-	16	27	(40.6)%
	Operating income	1,379	1,291	6.8%	2,669	2,551	4.7%
	General administrative expenses	(754)	(740)	1.9%	(1,494)	(1,503)	(0.6)%
	Impairment losses on financial assets	0	83	(99.6)%	83	(100)	-
	Other results	(121)	27	-	(94)	32	-
	Profit/loss before tax	496	529	(6.3)%	1,024	849	20.7%
	Profit/loss after tax	389	430	(9.6)%	820	656	25.0%
	Consolidated profit/loss	357	399	(10.7)%	756	587	28.7%
		Q2/2018	Q1/2018	q-o-q	H1/2018	H1/2017	y-o-y
NPL/NPE	NPL ratio	4.8%	5.4%	(0.6)PP	4.8%	7.3%	(2.5)PP
	NPE ratio	3.2%	3.6%	(0.4)PP	3.2%	5.8%	(2.5)PP
	NPL coverage ratio ¹	73.5%	69.7%	3.8PP	73.5%	70.5%	3.0PP
	NPE coverage ratio ²	59.5%	56.2%	3.2PP	59.5%	61.1%	(1.6)PP
	Loans to customers	77,895	80,226	(2.9)%	77,895	76,384	2.0%
		Q2/2018	Q1/2018	q-o-q	H1/2018	H1/2017	y-o-y
Capital Ratios (incl. YTD results)	Common equity tier 1 ratio (fully loaded)	12.8%	12.8%	0.0PP	12.8%	12.8%	0.0PP
	Tier 1 capital ratio (fully loaded)	14.3%	14.3%	0.0PP	14.3%	12.8%	1.5PP
	Total capital ratio (fully loaded)	17.6%	17.8%	(0.2)PP	17.6%	17.4%	0.2PP

1) Impairment losses on loans and advances to customers in relation to non-performing loans to customers

2) Individual impairment losses on loans to customers and banks and on bonds in relation to non-performing exposure to customers and banks and on bonds

A Leading Banking Group in Central and Eastern Europe



~ 16.7 million customers

~ 50,000 employees

~ 2,400 business outlets

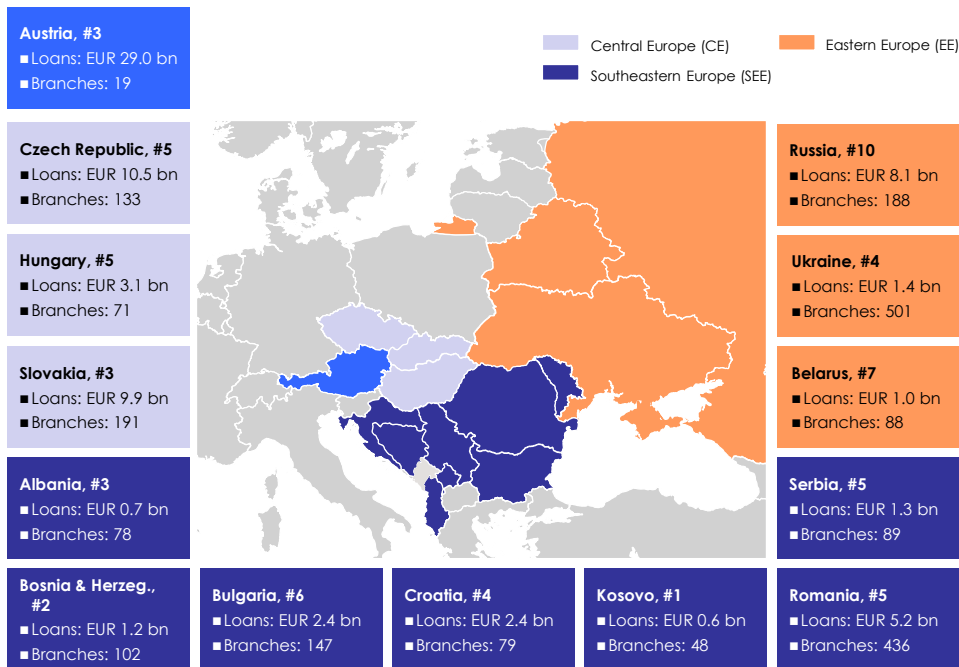
27 markets worldwide

14 markets in CEE

> 30 years

1 group

4 Our International Network Units



- Leading regional player with CEE presence of over 30 years servicing approx. 16.7 million customers
- Covering 14 markets (incl. Austria), thereof seven are EU members and Serbia and Albania have candidate status
- Top 5 market position in 11 countries
- Strong market position with Austrian corporates focusing on CEE

Branches, Representative Offices

Europe	Asia
Frankfurt London Paris Stockholm	Almaty Beijing Ho Chi Minh City Mumbai Seoul Singapore

Note: Ranking based on loans to customers as of 31/03/2018
 Additionally, RBI operates leasing units in Slovenia, Moldova and Kazakhstan

Whether it comes to domestic or cross-border business, RBI supports you in minimizing the potential risk and to find the best financing solutions.

Guarantees

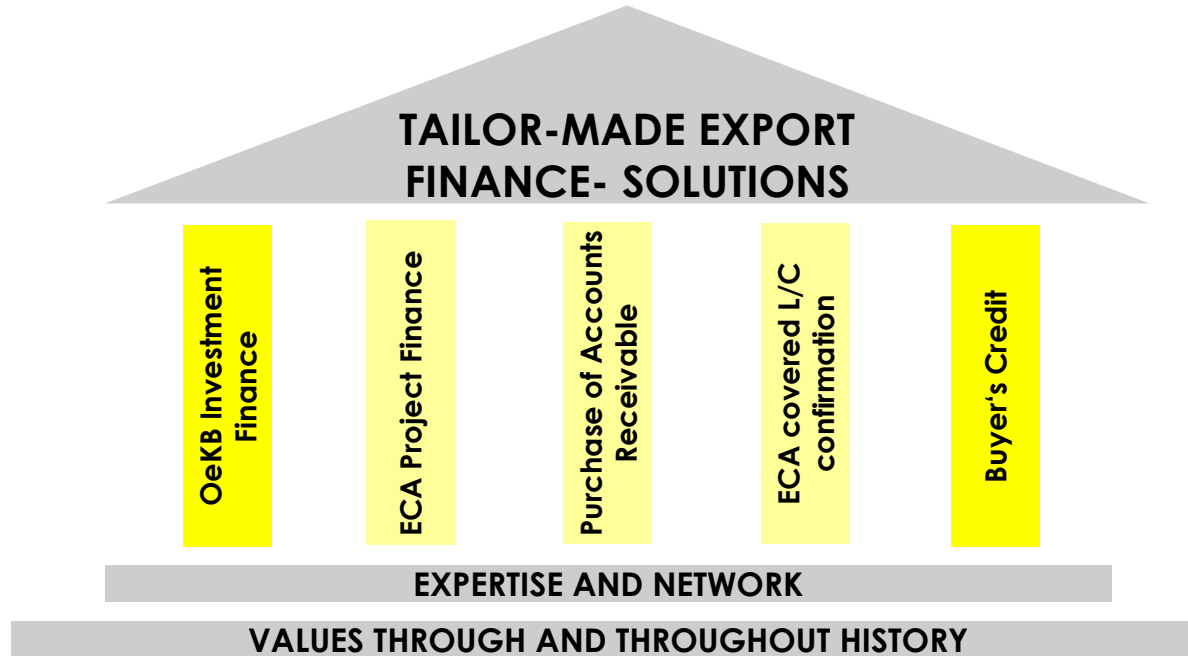
- We handle all types of guarantees and guarantee equivalents such as standby letters of credit and suretyships
- We answer your guarantee-specific questions when advising guarantees of your business partners' banks to you, issue tailor-made guarantees and keep you updated on your guarantee portfolio with us
- We support you during contractual negotiations, including structuring of complex guarantee transactions and adjusting the contents of the guarantee to your special requirements and provide specific and tailor-made solutions to you
- Close cooperation with ICC and high international reputation: Andrea Hauptmann (Head of Guarantees Dptm.) is a member of the Executive Committee of the ICC Banking Commission and chairs the ICC Task Force on Guarantees
- Cooperation with supranational institutions under their trade facilitation programs e.g. EBRD, IFC and ADB
- Specific know-how in structuring various kinds of syndicated guarantee facilities
- High competence and many years of experience in all types of guarantee transactions with various foreign banks and customers

Letters of Credit

- We support you in the entire business chain, from contractual negotiations until final settlement of payment
- Due to our international team we can communicate with our customers in German, English, Russian, Italian, Spanish, French, Turkish, Serbo-Croat and Czech
- You can benefit from our extensive know-how and our long-lasting experience in commodity transactions
- Apart from English and German we are also able to check documents issued in Russian and French language
- RBI cooperates – among other important international institutions – with the World Bank, IFC (International Finance Corporation), EBRD (European Bank for Reconstruction and Development), ADB (Asian Development Bank) and ICC (International Chamber of Commerce)
- We are a member of the Unico Banking Group, the platform of co-operative banks in Europe, e.g. Rabobank, DZ Bank, Credit Agricole, Iccrea Holding and Pohjola Bank

5 Export Finance

Long-lasting cooperation with many of our clients, our extensive know-how, our product portfolio and our commitment distinguishes us in this business area.



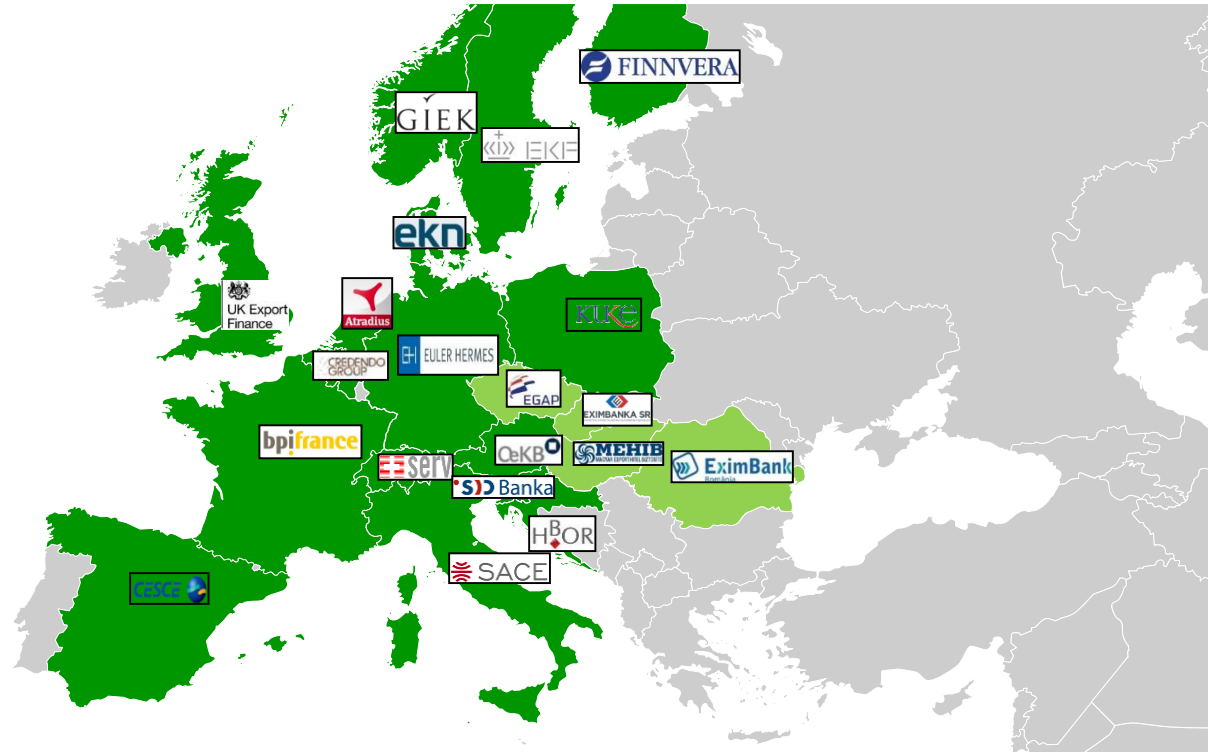
5 Export Finance- OeKB Investment Finance

- **OeKB Investment Finance** is an attractive funding instrument for the **financing** of your **investments** abroad out of Austria
 - These investments are for example:
 - buying of shares in an existing company; or
 - setting up a new company; or
 - granting of shareholder loans
 - **100 %** of your investment **can be financed**
 - You benefit from **long tenors**, of between 5 to 8 years, and **flexibility** in a **repayment structure** tailored to your needs
 - The Austrian company or a international subsidiary can act as Borrower
 - A positive effect on the **Austrian current account balance** is a prerequisite
 - Since 1950 OeKB act's as Austria's official Export Credit Agency ("ECA")
-

5 Export Finance- Buyer's Credit

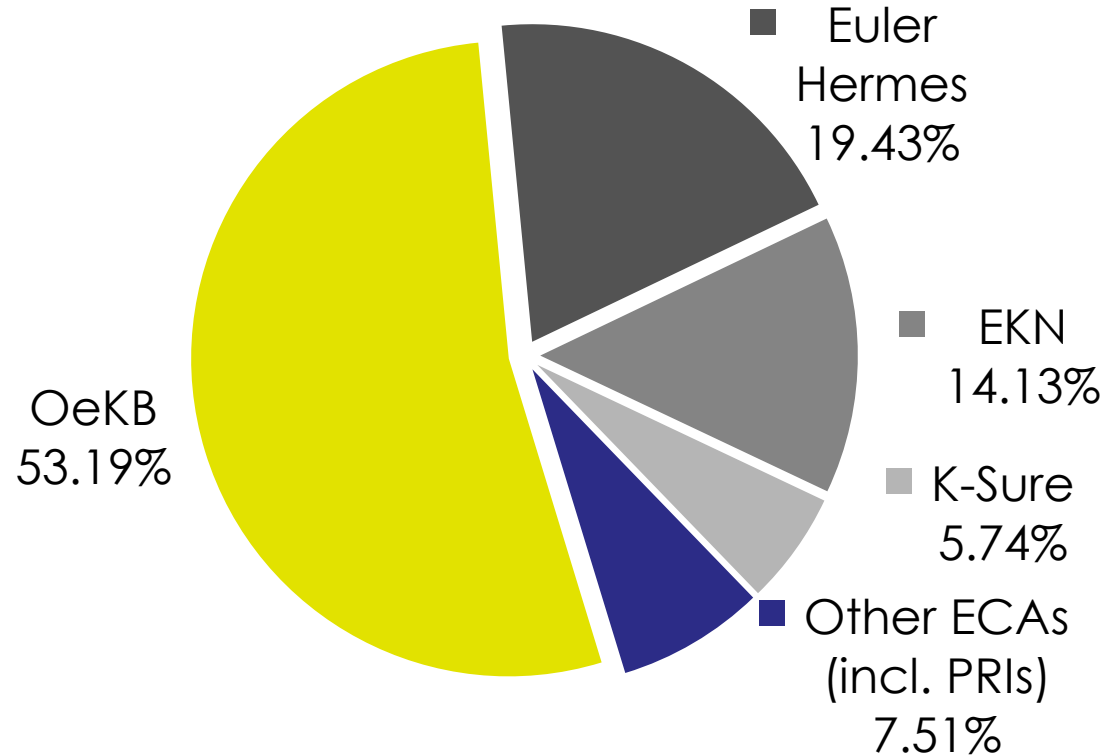
- **Buyer's Credits** are competitive **financing solutions** for your **imports** of **capital goods** out of Europe
 - The Buyer's Credit is **interlinked** to the terms and conditions of your **supply contract**.
 - **95% of commercial** and up to **100% of political risk** of the Buyer's Credit is **covered** by an ECA
 - 85% of the supply contract's value can be financed with a **repayment period** of between **5 and 8 years** and equal semi-annual installments
 - The first installment is due 6 months after delivery/commissioning of the investment
 - In principal **no additional collateral** is required in addition to the ECA cover
 - OeKB in Austria and other special financing institutions, like SEK in Sweden, FEC in Finland or UKEF in UK offer competitive alternative funding sources
-

6 Our International Partner ECAs

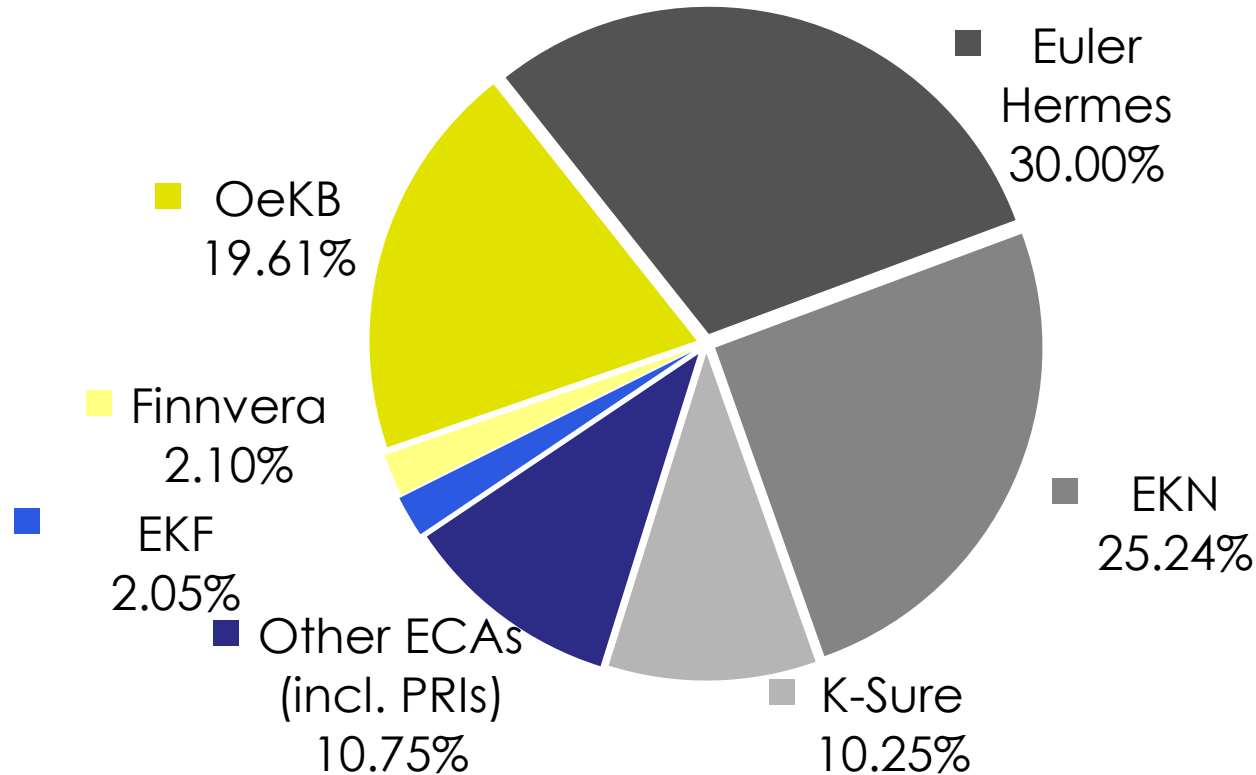


Head Office
NWUs

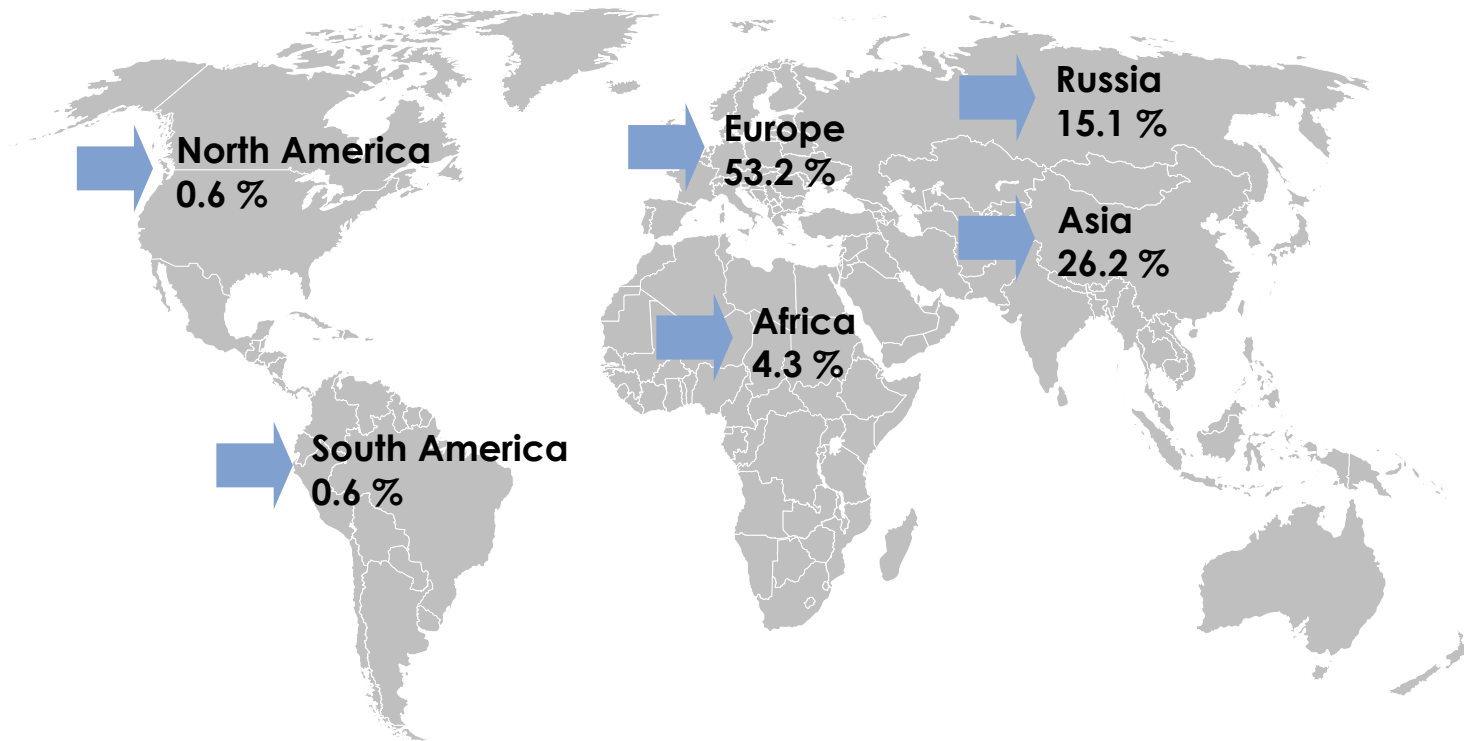
Our outstanding loan portfolio broken down by ECAs (as of 31/12/2017)



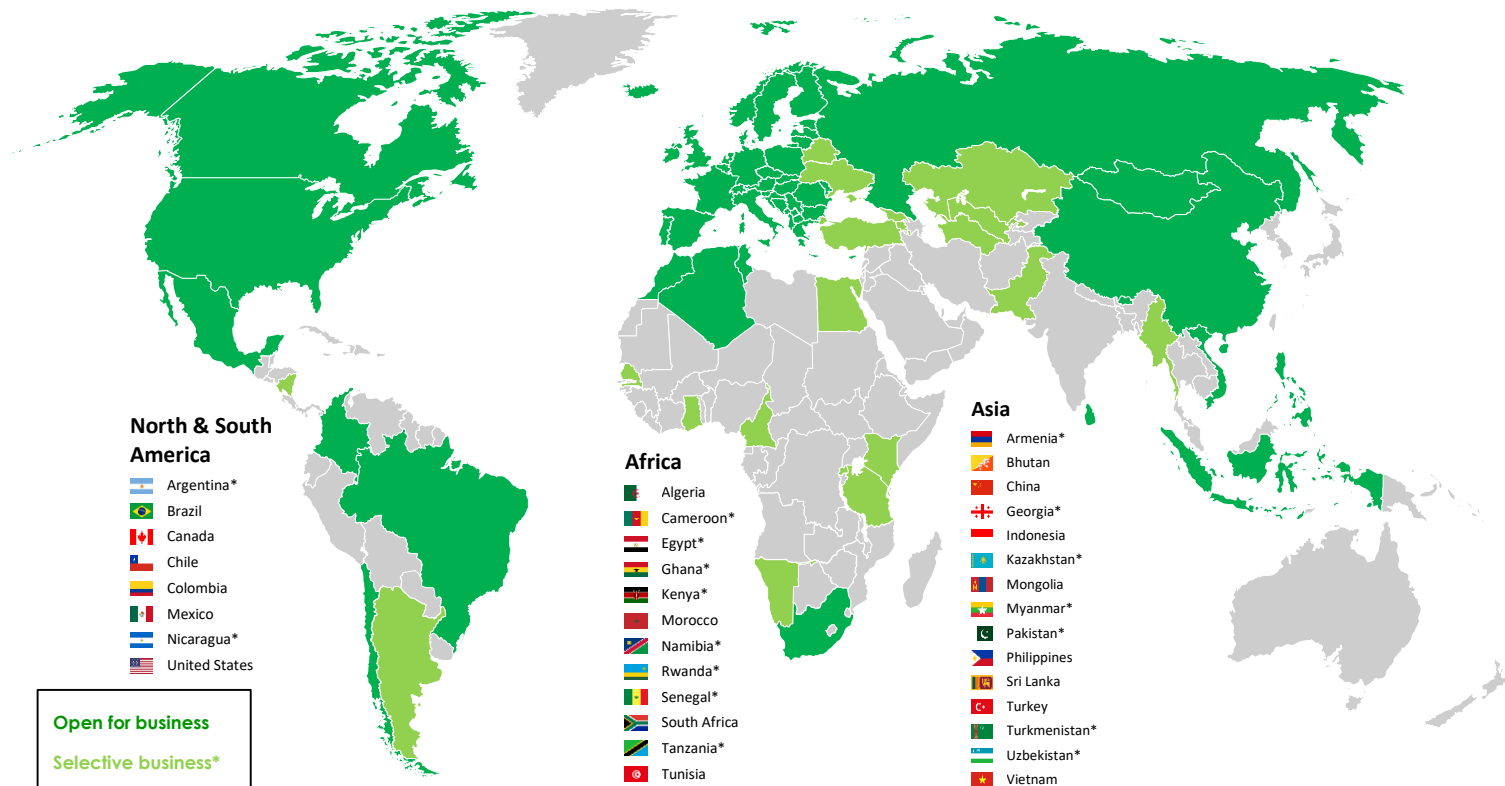
Our outstanding Buyer's Credit portfolio broken down by ECAs (as of 31/12/2017)



Our outstanding loan portfolio broken down by regions (as of 31/12/2017)



8 Our focus regions for ECA-covered buyer's credits



Expertise

- Tailor-made solutions for your as well as your customer requests
- Proven track record as Mandated Lead Arranger and Facility Agent
- Export Finance experience of more than 30 years
- One stop solutions for the full range of Trade Finance Products (Guarantee Framework, L/Cs) and ECA Project Finance
- Optimized funding structure through refinancing scheme agreements with OeKB, Finnvera and SEK

Network

- Optimization of your processes through our extended Raiffeisen Banking Group network
- Engagement of Raiffeisenbank NWUs in customer relationship and possible financing solutions
- Support by our Rep Offices from exporters' and importers' countries
- We speak your language!
- Excellent cooperation with European ECAs with proven track record

Deal Review



Industry Telecom

TERMS/SPECIFICS:

- ECA covered Buyer's Credit
- Finnvera and EKN
- EUR 90 mn Club Loan
- 9 years repayment period
- Turkish borrower
- Finnish and Swedish exporters
- OeKB funding based on Euribor plus OeKB supplement
- English Law



TRANSACTION HIGHLIGHTS:

- 95 % of funding provided by OeKB based on risk coverage by Finnvera due to Austrian interest
- "Blueprint" for additional EKN transaction which was concluded within 2 months
- Strong support from EKN despite challenging political environment in Turkey
- RBI as Lead Arranger and Coordinator in EKN transaction

Deal Review



Industry Oil & Gas

TERMS/SPECIFICS:

- ECA covered Project Finance
- Euler Hermes and EKN
- EUR 425 mn Club Loan
- above 10 years repayment period
- Borrower is a Russian SPV – repayment based on project cash flows
- Exporters from Germany and Sweden
- Disbursements directly to borrower on a reimbursement basis
- English Law



TRANSACTION HIGHLIGHTS:

- RBI as Lead Arranger and Facility Agent
- Transaction based on complex legal structure documentation
- Coordination between approx. 30 parties during the negotiation
- Finalization/disbursement of loan despite difficult political environment/sanctions issues

Deal Review



**Wood processing
industry**



TERMS/SPECIFICS:

- ECA covered Investment Finance EUR 30mn
- EUR 250mn Syndication of 7 participating Banks
- OeKB acting as ECA
- 6 years of repayment
- OeKB funding based on Euribor plus OeKB supplement (plus bill guarantee)
- Borrower is an Austrian company
- Austrian Law

TRANSACTION HIGHLIGHTS:

- Fast processing and smooth collaboration between Banks
- Further investment finance among the borrowers core banks
- RBI to take a significant ticket in Syndication
- Experienced borrower enhanced good cooperation

Deal Review



Retail industry



TERMS/SPECIFICS:

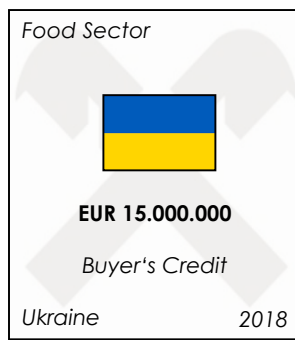
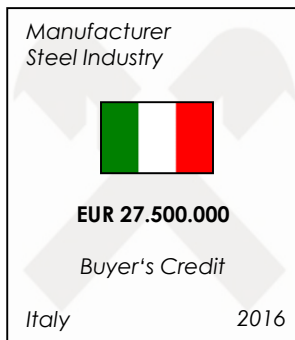
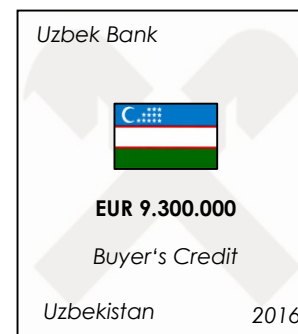
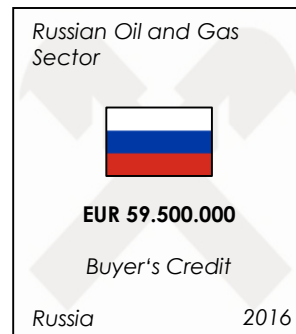
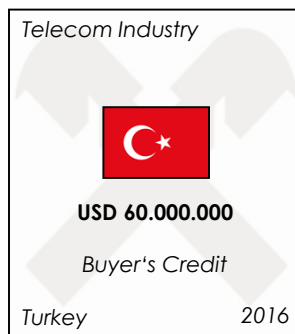
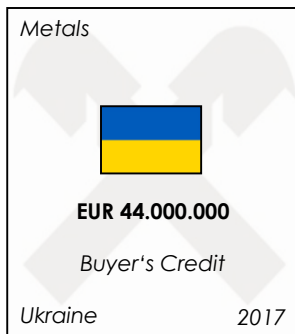
- ECA covered Investment Finance GBP 60mn
- GBP 150mn Syndication of 4 participating Banks
- OeKB acting as ECA
- 3 year repayment period
- OeKB funding based on OeKB fixed rate (plus bill guarantee)
- Borrower is an Austrian company
- Austrian Law

TRANSACTION HIGHLIGHTS:

- RBI acting as Facility Agent
- Flexible approach regarding customer's specifics
- Only one negotiating counterparty for the customer
- Close and smooth cooperation between Banks

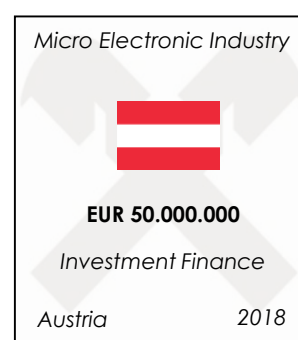
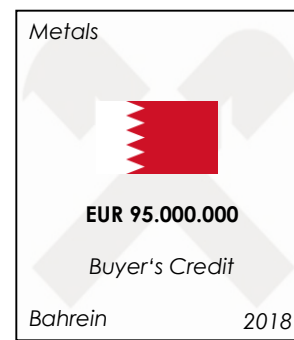
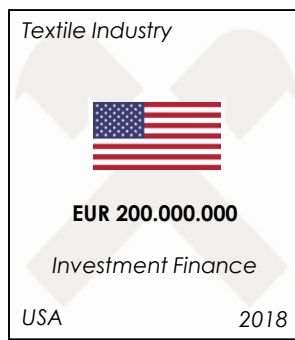
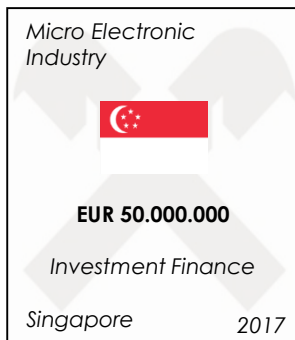
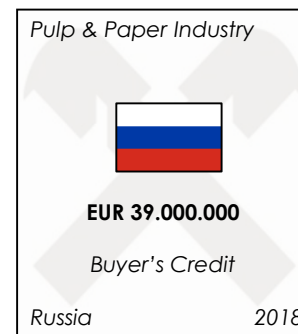
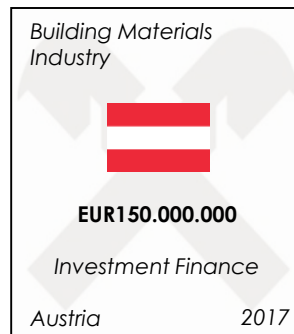
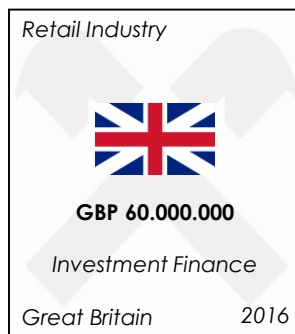
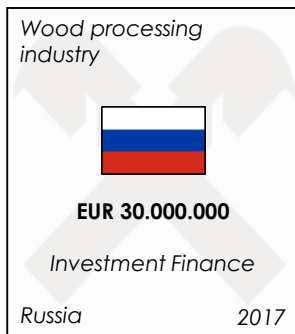
RBI Export Finance Transactions

Selected Credentials (2016-2018)



RBI Export Finance Transactions

Selected Credentials (2016-2018)



12 Your dedicated RBI Team

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