

# Raiffeisen Bank International

Project & Structured Finance

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# Presentation Contents

- 01** About RBI
- 02** Our Network
- 03** Project and Structured Finance
- 04** Contact Details
- 05** Selected Credentials

# 01 About Raiffeisen Bank International - Key Facts FY 2022

-  €5.05 bn market capitalization
-  € 207.1 bn total assets
-  ~ 1,664 business outlets
-  15 industry clusters
-  ~ 44,000 employees
-  > 130 years Gable Cross
-  Presence in 25 markets overall
-  17.6 mn customers
-  ~ 1,000 awards from renowned international magazines

Ratings	LONG-TERM	OUTLOOK	SHORT-TERM
	MOODY'S	A2	Stable
S&P	A-	Negative	A-2

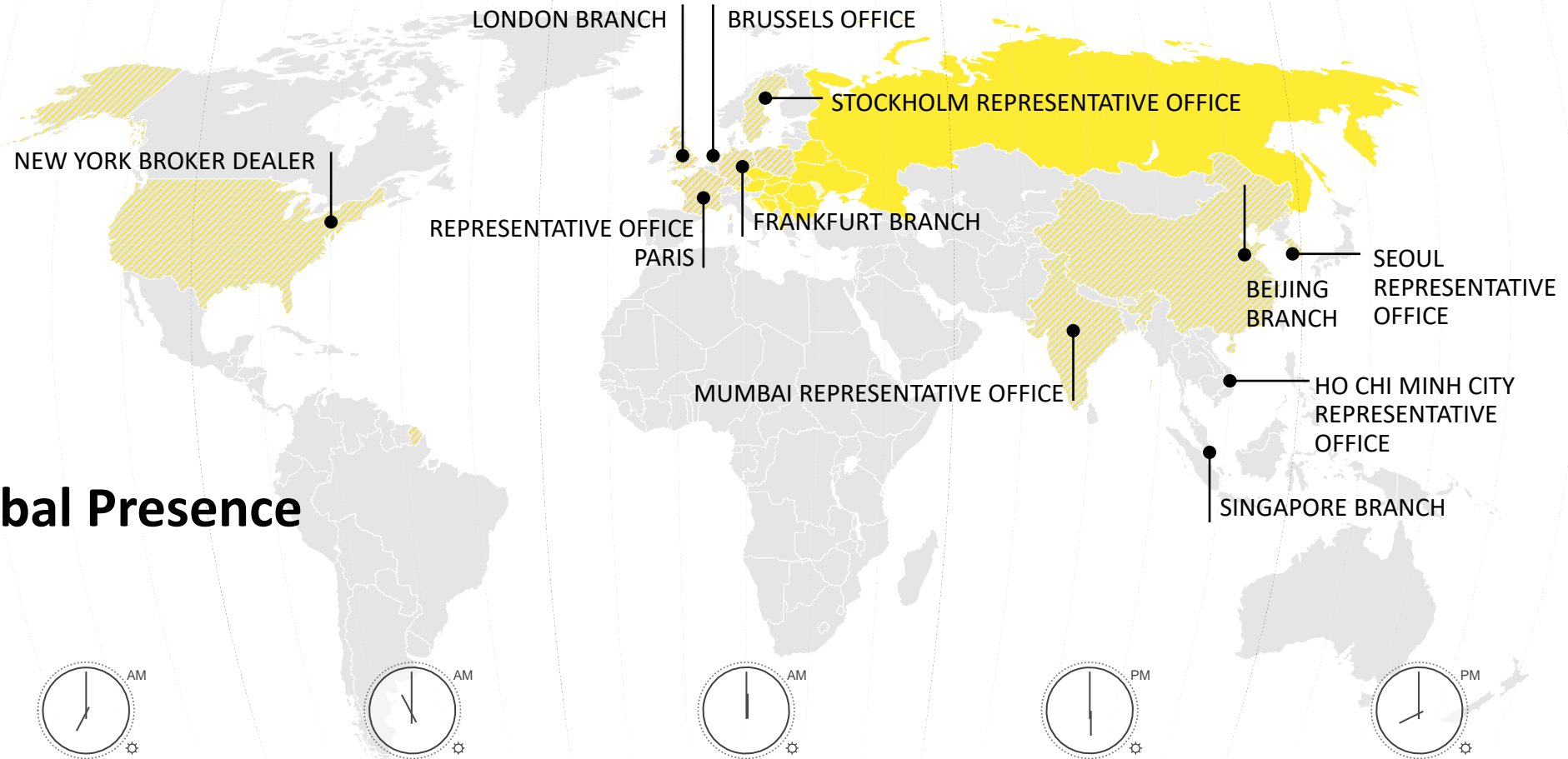
## Home Markets

- Leading regional player with CEE presence of over **30 years** servicing approx. **18 million customers**
- Covering **Austria and 12 CEE markets**, of which five are EU members. Serbia and Albania have candidate status. **Top 5 market position** in 11 countries
- Strong market position with Austrian corporates focusing on CEE



Note: Ranking based on the latest data available on loans to customers.

## Global Presence





## PROJECT & INFRASTRUCTURE FINANCE

**Renewable Energy** (Wind, Solar, Hydro)

**Natural Resources** (Mining Projects, Oil & Gas Exploration and Production)

**Industrials** (Chemical Parks, Production and Processing Plants, Refineries, etc.)

**Infrastructure** (see below)



## STRUCTURED (CORPORATE) FINANCE

**Multi-facility** and **Multi-purpose** Transactions

Tailor-made **Holding Financings**

**Reserve Based Lending** Structures (UK, Nordics)

LT **Borrowing Base** Structures (Metals)

Designated **Investment & Capex** Financings

**Financings with IFIs** (EBRD, IFC, ADB, etc.)



## INFRASTRUCTURE ASSETS

**Communication** (Fiber, Data Centers, Mobile Towers)

**Transport** (Motorways, Airports, Public Transport, Marine Infrastructure, Gas/Power-fill Stations)

**Energy** (Utilities, Electricity Grids & Storage, Power Generation, Oil & Gas)

**Social** (Public Health & Medical Facilities, Public Education, Sports Areas)

**Water & Waste** (Treatment Facilities, Water Management, Landfills, Recycling Facilities, Composting)



## Originating and Structuring

Final takes up to € 200 million  
Average final takes between € 20-100 million  
CEE, Western Europe and Nordics



## Underwriting and Bookrunning

Strong appetite to underwrite and distribute  
RBI Group's syndication team offers a broad investor coverage



## Track Record

We manage a well diversified portfolio of around 100 transactions with 500+ transactions successfully executed over the last 20 years



## Tailor-made Solutions



RBI Group accompanies its clients along the whole financing value chain from origination, structuring and arrangement to underwriting and syndication of complex transactions

## 20 dedicated Professionals



Each of our in-house specialists combines deep product know-how with industry expertise in order to deliver best-in-class services to our customers

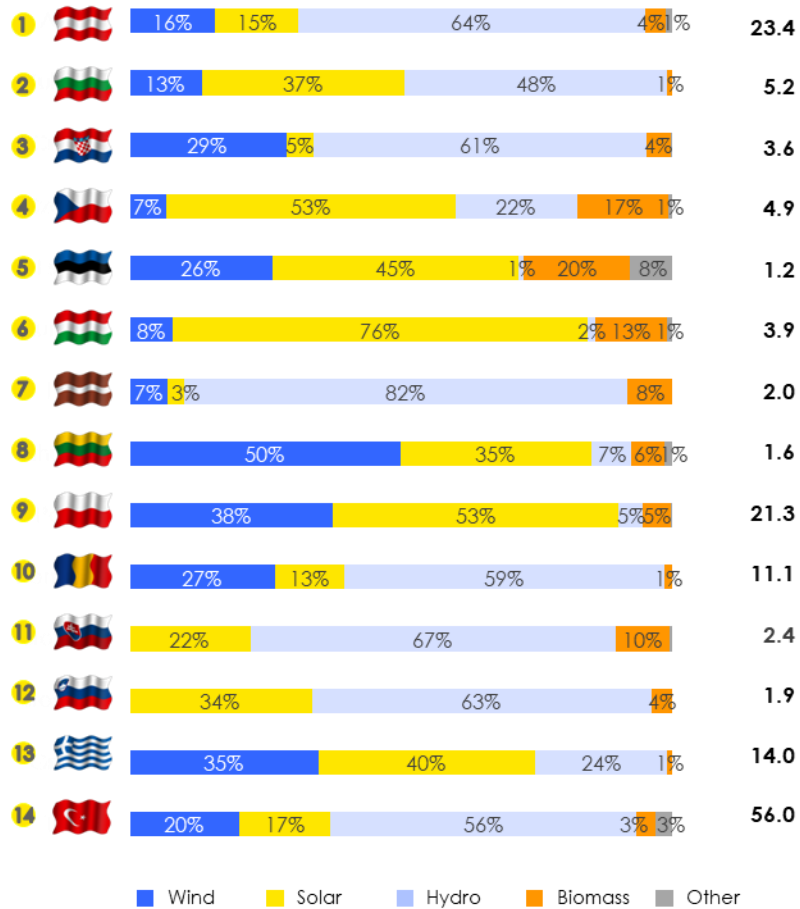
## Industry Expertise



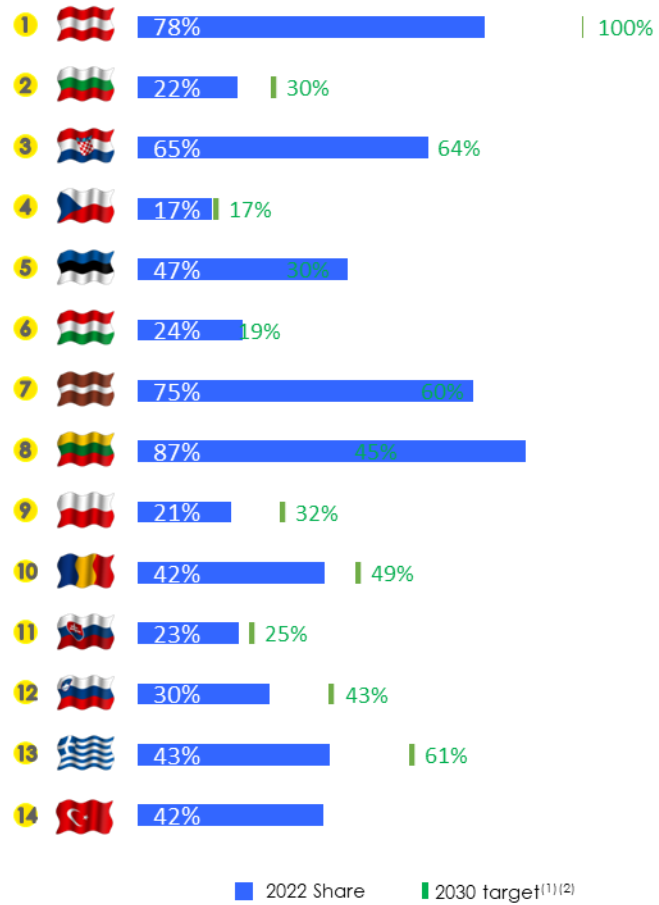
Energy & Resources  
Industrials  
Telecom, Media & Technology  
Consumer Goods  
Pharma & Healthcare

# 04 Key Observations on the CEE Renewables Market

Split of RES Installed Capacity (2022, GW)



Share of RES in the Electricity Generation Mix



Notes: (1) No targets available for Turkey; (2) 2030 targets refer to the % of RES in the final energy consumption

Sources: ENTSOE, Eurostat, European Commission, Irena, National energy and climate plans (NECPs), 2019, EMBER



## Geographies

Focus on AT and CEE. Strong growth markets for renewables are Romania, Bulgaria, Poland, Serbia, Hungary etc.

c. 20 FTE in head office. Additional strong local presence. Local Teams in each country with RBI presence contributing good local market coverage, experience and required ancillary banking products.

## Scale

Final take and hold tickets in Renewables Financing of EUR 20m – EUR 75m.

Larger financing volumes can be achieved by syndication or club loan structures.

## Structures

Tailormade structures for Greenfield, Acquisition and Portfolio financing.

Debt sizing is Cash Flow based - with focus on proven technologies PV Solar and Wind.

Possibility to finance merchant based, PPA or CFD based structures.

Flexibility in regards of tenors/structures like bridge to construction, mini perm or long-term financing.

## Approval process

Pre-defined UW criteria for each country and regulatory scheme in place.

Investment Committee for a pre-alignment of negotiated Terms and Conditions.

Strong track record in structuring and guiding through the due diligence process and the structuring process.

Approval based on full information package.



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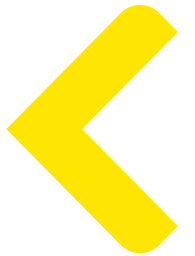
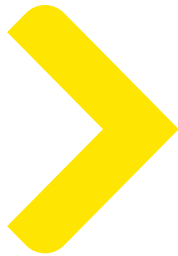
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# 05 Selected Credentials

 Photon Energy Group

Renewable Energy

**Project Finance**

ARRANGER

Mar 2023 ROU


 SHIKUN&BINUI  
Energy

Renewable Energy

**Project Finance**

ARRANGER

Mar 2023 ROU


 IVICOM  
ENERGY

Renewable Energy

**Project Finance**

MANDATED LEAD  
ARRANGER

Dec 2022 SRB


 KRAFT  
FELD

Renewable Energy

**Project Finance**

ARRANGER

Sep 2022 ROU


 vridium

Renewable Energy

**Project Finance**

ARRANGER

May 2022 ROU

 Renewable Power Capital

Renewable Energy

**Project Finance**

MANDATED LEAD  
ARRANGER

May 2022 FIN

 goetel  
Go, besser, verbindet

Telecom

**Project Finance**

ARRANGER

Jan 2022 DEU


 HILTON  
Food Group

Food Products & Beverages

**Structured Finance**

MANDATED LEAD  
ARRANGER

Jan 2022 GBR

 NEO  
ENERGY

Energy

**Borrowing Base Facility**

PARTICIPANT

Dec 2021 GBR

 ALBA

Industrials

**Structured Finance**

PARTICIPANT

Dec 2021 DEU


 Perutnina Ptuj

Food Products

**Structured Finance**

COORDINATOR & AGENT

Dec 2021 SVN


 DELTA FiBER

Telecom Infrastructure

**Structured Finance**

PARTICIPANT

Dec 2021 NLD

 CETIN  
ČLEN SKUPINY PPF

Telecom Infrastructure

**Structured Finance**

BOOKRUNNER & MLA

Nov 2021 CZE


 globus

Retail

**Structured Finance**

MANDATED LEAD  
ARRANGER

Oct 2021 DEU

 orange

Telecom Infrastructure

**Project Finance**

ARRANGER

Oct 2021 POL

# 05 Selected Credentials

**sazka**  
GROUP

Entertainment

**Structured Finance**

MANDATED LEAD  
ARRANGER

Oct 2021 CZE

**ifm** Naturgy  
investors

Utilities

**Structured Finance**

PARTICIPANT

Oct 2021 ESP

**gtt**

Telecom Infrastructure

**Project Finance**

PARTICIPANT

Sep 2021 GBR

**adamo**

Telecom Infrastructure

**Project Finance**

MANDATED LEAD  
ARRANGER

Sep 2021 ESP

**ORION** ENGINEERED  
CARBONS

Chemicals

**Structured Finance**

PARTICIPANT

Sep 2021 USA

**UG**  
GIGAFIBER

Telecom Infrastructure

**Structured Finance**

PARTICIPANT

Sep 2021 DEU

**JUST EAT**  
Takeaway

Services

**Structured Finance**

LEAD ARRANGER

Aug 2021 NLD

**infobip**

IT Software

**Structured Finance**

BOOKRUNNER

Jul 2021 HRV

**DEUTSCHE GIGA ACCESS**  
GLASFAKER VERBODNET

Telecom Infrastructure

**Project Finance**

MANDATED LEAD  
ARRANGER

Jul 2021 DEU

**claranet**

IT Services

**Structured Finance**

PARTICIPANT

Jul 2021 GBR

**MLM.**  
Group

Telecom Infrastructure

**Project Finance**

PARTICIPANT

Jul 2021 NLD

**DNSNET**  
Anschluss Zukunft.

Telecom Infrastructure

**Project Finance**

PARTICIPANT

Jul 2021 DEU

**GlobalConnect**

Telecom Infrastructure

**Project Finance**

PARTICIPANT

Jun 2021 SWE

**NORECO**

Energy

**Borrowing Base Facility**

PARTICIPANT

May 2021 NOR

**ODF** open  
dutch  
fiber


Telecom Infrastructure

**Project Finance**

MANDATED LEAD  
ARRANGER

May 2021 NLD

# 05 Selected Credentials

  
**Ramsay**  
Santé

Healthcare

**Structured Finance**

*PARTICIPANT*

Apr 2021 FRA


  
**avast**

IT Software

**Structured Finance**

*PARTICIPANT*

Mar 2021 CZE


  
**Ondura**  
Protection above all

Constr. & Building  
Materials

**Structured Finance**

*MANDATED LEAD  
ARRANGER*

Mar 2021 FRA

  
**Lundin**  
Energy

Energy

**Structured Finance**

*MANDATED LEAD  
ARRANGER*

Dec 2020 SWE


  
**louis  
delhaize**

Food & Drug Retailing

**Structured Finance**

*MLA & BOOKRUNNER*

Dec 2020 FRA


  
**GUNVOR**

Energy

**Structured Finance**

*MANDATED LEAD  
ARRANGER*

Dec 2020 DEU


  
**BlackSea**  
oil & gas

Energy

**Borrowing Base Facility**

*ARRANGER*

Nov 2020 ROU


  
**ista**

Services

**Structured Finance**

*LEAD ARRANGER*

Aug 2020 DEU

  
GRUPA KAPITAŁOWA  
**PKP ENERGETYKA**

Energy

**Structured Finance**

*ARRANGER*

Jun 2020 POL

  
**Austrian**

Logistics & Transportation

**Structured Finance**

*PARTICIPANT*

Jun 2020 AUT


  
**LD**  
Celulose

Industrials

**Project Finance**

*PARTICIPANT*

May 2020 BRA


  
**O<sub>2</sub>**

Telecom

**Structured Finance**

*MANDATED LEAD  
ARRANGER*

May 2020 CZE


  
**WIGA**

Energy

**Structured Finance**

*LEAD ARRANGER*

Apr 2020 DEU

  
**telenor**

Telecom Infrastructure

**Structured Finance**

*MANDATED LEAD  
ARRANGER*

Apr 2020 HUN

  
**Global Blue**


Financial Services

**Post-IPO**


*MANDATED LEAD  
ARRANGER*


Feb 2020 CHE


# 05 Selected Credentials


	
Metals	
<b>Structured Finance</b>	
<i>MANDATED LEAD ARRANGER</i>	
Jan 2020	DEU

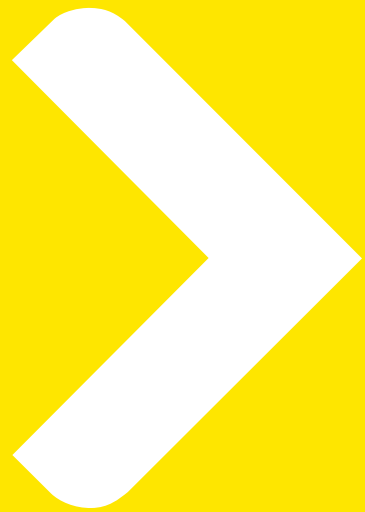
	
Telecom Infrastructure	
<b>Structured Finance</b>	
<i>MANDATED LEAD ARRANGER</i>	
Jan 2020	DEU

	
Utilities	
<b>Structured Finance</b>	
<i>MLA &amp; BOOKRUNNER</i>	
Jan 2020	SVK

	
Packaging	
<b>Structured Finance</b>	
<i>PARTICIPANT</i>	
Dec 2019	USA

	
Packaging	
<b>Structured Finance</b>	
<i>MANDATED LEAD ARRANGER</i>	
Oct 2019	FRA

	
Telecom Infrastructure	
<b>Project Finance</b>	
<i>MANDATED LEAD ARRANGER</i>	
Aug 2019	CHE



**Thank you!**

