

and acquisitions, joint ventures and strategic alliances), transactional work, negotiations, and alternative dispute resolution.

in the implementation of their business strategies and avoid pitfalls.

Investment bank of the year for | Austria

Winner:



After two years in which we have seen the most adverse M&A environment since 2001, first signs of a gradual recovery are in sight, though at a still low level and with Europe trailing the US, Asia and BRIC countries. In the period from January 2010 until now we have been able to complete 25 deals with a total value of about EUR 10bn.

The busiest country in our region, not least for Raiffeisen Investment, was Turkey, which was already successful in 2009. The Turkish Government is currently in the process of privatising regional electricity distribution companies owned by TEDAS (Turkish Electricity Distribution Company). Raiffeisen Investment is, together with Lazard and McKinsey, advising the Turkish Privatisation Agency. These transactions represent the largest privatization mandate in the history of energy privatisations in South Eastern Europe and put us in front of all M&A advisory league tables in SEE and Turkey. Raiffeisen Investment received an award for the „Best privatisation in EMEA“ for advisory of the Turkish Agency for privatising the two electricity distribution sectors „BEDAS“ and

„SEDAS“. In Austria, Raiffeisen Investment advised the owners of Constantia Privatbank on the sale of CPB to a consortium of investors led by Austrian turnaround specialist Erhard Grossnig and Austrian construction tycoon Hans Peter Haselsteiner. The sale process attracted large interest from international private banks, as well as Austrian private investors and resulted in a successful transaction despite difficult market conditions. Raiffeisen Investment's approach, to combine top-tier investment banking expertise with the advantages of local presence in CEE and SEE have been crucial to increase our market share in the region and will give us the leverage to exploit opportunities as markets recover. While the crisis affected our business in the region we however were able to strongly increase our market share and clearly became one of the leading advisers in CEE. Our strong market position both locally and internationally is well regarded as we were able to win two ACQ Country Awards in the category "Investment Bank of the Year for Austria" and also "Financial Advisory Firm of the Year for Austria" in 2010.

DETAILS

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