

PRESS RELEASE

In the first 4 months of 2011 Raiffeisen Investment AG generated a deal value of about EUR 2 bn and confirmed its place under the top performers among M&A consulting firms in Austria and CEE

- **Year to date Raiffeisen Investment AG has steadily been contracted and
 - **successfully concluded 5 projects and**
 - **signed 4 purchase agreements between parties****
- **RIAG generated a deal value of about EUR 2 bn in the first four months in 2011**
- **Increasing dynamics of M&A deals in CEE**
- **Raiffeisen Investment AG advised the Belgian food retailer Delhaize Group in the showpiece project in CEE on the acquisition of 100% of Delta Maxi Group in Serbia**

Vienna, 29 April 2011. Raiffeisen Investment AG (RIAG) rejoices over the continuous increase of contract awards since the beginning of 2011. RIAG is currently working on about 70 mandates primarily focused on its core markets: Russia, Turkey and Poland. “In the first third in 2011 including April, RIAG concluded 5 projects with a deal value of about EUR 2 bn (comparative period 2010: about EUR 1 bn)” according to Mr. Wolfgang Putschek, board member at RIAG. Additional purchase agreements were signed and Mr. Martin Schwedler, also board member at RIAG, explains that “due to the high quality level of these deals“he is optimistically confident that “the projects will be brought to a close very soon”.

Striking transactions in CEE

The acquisition of the Serbian Delta Maxi Group through Belgian Delhaize Group was a blowoff on the international market. Raiffeisen Investment AG jointly with co-operation partner Lazard acted as advisers on the buy-side. With a circulated purchase price of 932.5 million Euros this is the largest private transaction in Serbia so far. “Thereby Delhaize Group - already represented in Greece and Rumania - advances to the market leader in Serbia and strengthens its position on the South European market” Mr. Wolfgang Putschek explains. Furthermore RIAG together with Lazard currently advises Contour Global a New York based investment fund in the energy industry on the acquisition of 73 % stake in the lignite-fired power plant Enel Maritza East III. Mr. Putschek underlines that a successful conclusion of this 230 million Euro transaction would be one of the biggest M&A deals in the energy sector in the history of Bulgaria. Particularly notable is the sale of Russian based dairy product producer OOO Onken to German cheese manufacturer Hochland SA. RIAG advised the seller, Dr. Oetker group, one of the world's largest food corporations, in the first quarter of 2011.

PRESS RELEASE

Highlights in Austria

In Austria, BAWAG-P.S.K. retained Raiffeisen Investment as adviser on the sale of their shoe retail chain Stiefelkönig. In mid-February 2011, BAWAG P.S.K., Stiefelkönig and Salamander Austria GmbH announced the sale of Stiefelkönig's distribution line Delka; the purchase agreement was signed on 15 February 2011. The closing was finalised yesterday and will become effective as per April 30th, 2011. For Salamander the centenarian tradition at Delka as well as the high quality standards and the clear brand concept were key factors for the acquisition. Byron Haynes, CEO of BAWAG-P.S.K. handed out kudos to Raiffeisen Investment: "BAWAG-P.S.K. is much contented with the result of the sale and appreciates Raiffeisen Investment's professional work". With this laud BAWAG-P.S.K. retained Raiffeisen Investment as adviser for the sale of Stiefelkönig (c. 70 outlets in Austria and neighbouring countries). "We are looking forward to supporting BAWAG-P.S.K. in this sales process and are confident to again achieve a very good result for BAWAG P.S.K." says Mr. Martin Schwedler.

RIAG is optimistic concerning the development of the market for the M&A business and awaits an increase in the number of transactions in the CEE-region by the end of the year. "We benefit from the extensive local presence of our subsidiaries in East- and Southeastern Europe" Mr. Martin Schwedler emphasizes.

About us

Raiffeisen Investment AG (RIAG) is one of the leading investment advisers for Mergers & Acquisitions (M&A) in Austria and CEE. RIAG has local branches in 11 CEE countries and ensures expertise and market knowledge in the region with local teams. The combination of regional know-how and global expertise grants the ideal base for excellent advice. An exclusive agreement with Lazard, one of the world's largest investment advisers, strengthens the Raiffeisen Investment AG and provides the ability to handle large deals within their network.

Raiffeisen Investment AG advises international companies and organizations as well as governments in the field of investment banking and financial consultation. Since its foundation in 1993, Raiffeisen Investment AG has been able to successfully complete more than 500 transactions for their clients.

Please direct any inquiries to:

Bettina Jordak
Communications Officer
Raiffeisen Investment AG
Krugerstraße 13
1015 Vienna

T +43 1 710 5400 - 106
E b.jordak@raiffeisen-investment.com
www.raiffeisen-investment.com

PRESS RELEASE

Ute Könighofer

Communication Consulting
Financial Communication
Spiegelgasse 4/10
1010 Vienna

T +43 / 1 / 479 97 24 - 32

F +43 / 1 / 479 97 24 - 30

M +43 / 676 / 445 6 995

E ute.koenighofer@ukcom.at

www.ukcom.at