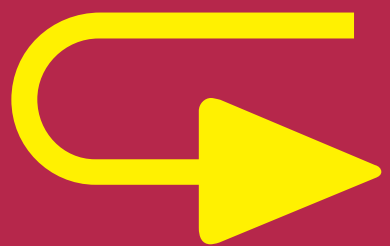
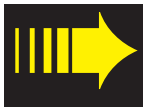






*Description  
of Business*





## Description of Business



Raiffeisenbank  
Headquarters, Moscow

### Introduction

- ZAO "Raiffeisenbank Austria" ("the Bank") is one of the leading foreign commercial banks in Russia. The Bank's operations are primarily focused on commercial, retail, and investment banking activities.
- The Bank currently has 1 branch in St. Petersburg and 5 branches in Moscow, with further plans for expansion in the near future. The Bank employs in excess of 260 personnel in its Russian banking operations.

● As at 31 December 2001, the Bank had:

- ▣ total balance sheet assets of RUR 24,832, 658,937;
- ▣ 1 368 corporate customers;
- ▣ 20 466 retail customers.

● The Bank is one of the leaders in the Russian market with respect to investment banking activities, and in particular in the areas of bond issuances and loan syndications.

● In addition to continuing to expand its core banking business, the Bank has also focused on the extension of its retail banking network. The Bank is increasingly active in handling bank cards, and during 2001 was responsible for handling 5% of the VISA interchange transaction turnover in Russia.



Raiffeisenbank  
Branch  
Tsarev Sad

