

Survey of Key Data

ZAO Raiffeisenbank Austria	2004	Change %	2003	2002
Monetary values in USD mln				
Income Statement				
Net interest income after provision for loan impairment	80.5	65.6%	48.6	26.0
Net commission income	17.7	34.1%	13.2	7.9
Net trading income	38.7	22.9%	31.5	20.2
Operating expenses	(57.7)	77.0%	(32.6)	(24.7)
Profit before tax	82.1	32.4%	62.0	29.4
Net profit	65.8	33.7%	49.2	24.2
Balance Sheet				
Due from other banks	160.2	1.6%	157.7	195.2
Loans and advances to customers	2 120.4	87.6%	1 130.3	744.5
Due to other banks	626.5	(24.4%)	829.2	569.6
Customer accounts	1 693.6	78.1%	951.0	643.2
Shareholders' equity	255.1	62.4%	157.1	111.5
Total assets	2 945.9	45.6%	2 023.2	1 353.0
Capital adequacy in accordance with the Central Bank of Russian Federation requirements				
Capital	316.8	68.4%	188.1	112.1
Actual capital adequacy ratio, %	12.1%	(9.0%)	13.3%	11.6%
Required minimum capital adequacy ratio, %	10.0%	—	10.0%	10.0%
Performance				
Return on average equity (ROE) before tax, %	47.4%	(16.3%)	56.6%	33.1%
Cost/income ratio, %	39.3%	25.2%	31.4%	41.0%
Return on average assets (ROA) before tax, %	3.3%	(10.8%)	3.7%	2.7%
Resources				
Number of staff on balance-sheet date	1 027	73.1%	593	396
Number of branches on balance-sheet date	12	71.4%	7	6
Ratings				
	Long-term credit	Short-term credit	Financial Strength	
Moody's Interfax Rating Agency	Aaa (rus)	RUS-1	—	—
Moody's Investors Service	—	—	D Outlook — "Stable"	
	Long-term foreign currency deposit	Short-term foreign currency deposit		
	Ba1 Outlook — "Positive"	NP	—	

Contents

<i>Supervisory Board's Statement</i>	7
<i>Statement by the Chairman of the Managing Board</i>	11
<i>Vision and Mission</i>	17
<i>Human Resources Policies</i>	19
<i>Russia: Economic Perspectives</i>	21
<i>Segment Reports</i>	25
– <i>Corporate Customers</i>	25
– <i>Corporate Finance and Investment Banking</i>	29
– <i>Treasury Operations</i>	33
– <i>Correspondent Banking – Financial Institutions</i>	35
– <i>Retail Customers</i>	38
<i>Northern Capital Branch in Saint Petersburg</i>	51
<i>Financial Statements</i>	53
<i>Addresses and Contacts</i>	87