

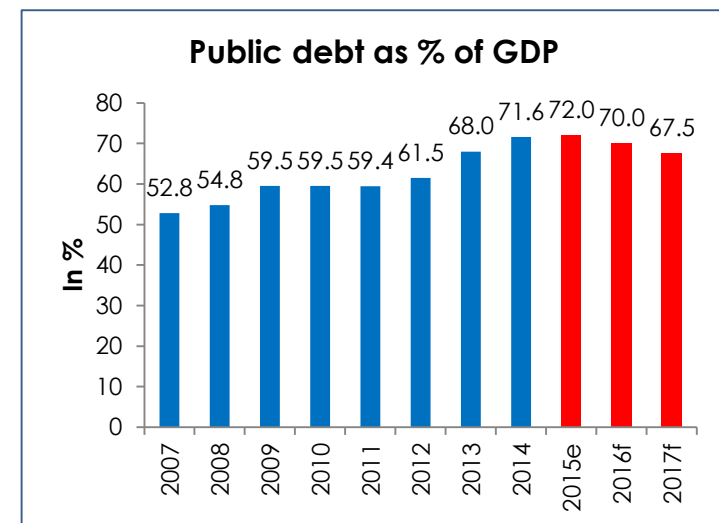
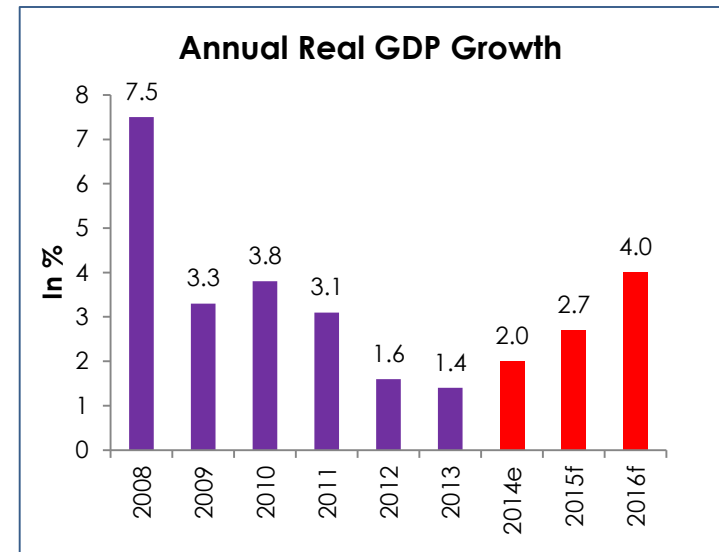


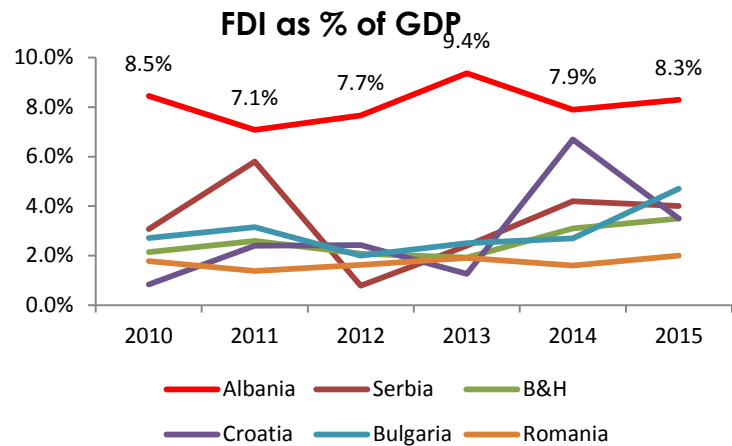
Albania

Country Presentation

Christian Canacaris, October 2015

- The Albanian economy has managed to avoid recession during the last years, unlike most of the countries in the region. Diversification of the main trading partners and increased investment in sectors such as hydro power production, infrastructure and manufacturing have supported the growth of exports.
- Inflation level has been just below the target of 3%, but we believe that it should be back within the target in 2016 as the domestic demand is already showing signs of recovery.
- Recently Standards & Poor's reaffirmed the B/B rating for Albania. The “positive outlook”, reflects a potential upgrade of the country in the next six months considering the good fiscal performance.
- Successful reforms, such as the one on the energy system, pensions and the new territorial administrative division, along with the on going fiscal consolidation, are expected to gradually decrease the public debt starting from 2016.
- Stable and competitive exchange rate is supporting the Albanian exports.
- Low interest rates policy as the local rate is at just 2.0%.





- Albania has been the most attractive country for FDI's in the region in the last five years.
- In Albania there is considered to be one of the largest onshore oil fields in Europe with an estimation of 5.4 billion barrels of crude oil.
- High hydro energetic resources have attracted top European power production corporates that have started to invest into the sector.
- Chromium reserves are estimated at around 37 million tons.
- Nickel reserves are estimated at around 332 million tons, and largely underdeveloped.
- Albania has the second youngest population in Europe (after Kosovo) and offers competitive labor cost at around 160 Eur/month.
- Tourism sector still underdeveloped to its potential as most of the coastal line, mainly the south part, remains preserved and intact from the urban development.



- The banking sector in Albania remained profitable, liquid and well capitalized throughout the crisis years.
 - As a consequence, the overall loans to GDP grew during this time from less than 10% in 2004 to over 40% in 2015.
- In 2004, when Raiffeisen Bank International bought the Albanian Savings Bank, the loan portfolio was almost zero.
 - In 2015 Raiffeisen Bank in Albania's loans portfolio is at around EUR 900 mn, making it the country's biggest lender with a market share of more than 20%.
 - The corporate loans are at around EUR 600 mn up to date exceeding 21% of the total system corporate segment loans.
- As the biggest lender in country, Raiffeisen Bank in Albania has managed to finance the driving sectors of the Albanian economy.
 - There are over EUR 180 mn of loans to the energy sector, over EUR 110 mn loans to oil and gas sectors, over EUR 120 mn in the trade sector and over EUR 100 mn in the infrastructure and construction sectors.
- Raiffeisen Bank in Albania remains one of the main financing partners of the Albanian government
 - 2012 we have created an Investment Fund, the portfolio of which currently exceeds EUR 450 mn, offering as such a sustainable source finance to the government and an interesting alternative to private investors.
- Raiffeisen Bank in Albania has the largest branch, POS and ATM network in the country and offers a variety of e-services to the businesses.
- Raiffeisen Bank in Albania is also one of the biggest tax payers and one of the biggest employers in the country.



- We offer a full range of products and services for investors and individuals in Raiffeisen Bank in Albania.
- E.g. FX Forward; FX Spot; FX Swap; Repurchase Repo Transactions; T Bills; T Bonds; Money Market Placement; Money Market Deposit etc.
- In Corporate business we offer Cash management services and products; Trade finance products and Financing for investments and project financing

- Raiffeisen Bank in Albania has concluded 11 successful years
- We have assisted thousands of foreign projects and international investors
- Come and see!
Raiffeisen will be there, assisting and fulfilling all your banking and financial needs, the country will offer ample opportunities...