



2002



Annual Report



Raiffeisen  
CENTROBANK

# Key Figures 2002

	2002 in TEUR	2001 in TEUR
<b>BALANCE SHEET</b>		
Total Assets	521,125	669,001
Subscribed Capital	47,599	47,599
Reserves	18,003	18,003
Core capital (tier 1)	65,602	65,602
Total net capital resources	64,675	64,403
Required capital resources under Section 22 subsec 1 Banking Act	24,605	28,023
Solvency Ratio	23.2%	19.3%
<b>PROFIT AND LOSS ACCOUNT</b>		
Operating Income	33,168	26,862
Operating Expenses	-22,337	-13,345
Operating Result	10,831	13,517
Expenditures arising from the valuation of current assets and from provisions for risks	-10,270	-13,105
Result of Ordinary Activities	561	412
Taxes	-483	-285
Annual Surplus	78	127
Adjustment of Reserves	0	-108
Profit for the Year	78	19
Profit brought forward	571	552
Net Profit	649	571
<b>EMPLOYEES</b>		
Employees (average for the year)	136	98



# Contents

Bodies of the Company	5
Raiffeisen Centrobank Group	6
RZB Group	8
Foreword from the Chairman of the Supervisory Board	11
Foreword from the Chairman of the Executive Board	13
Raiffeisen Centrobank	15
Your partner in equities and derivatives trading and sales	15
Raiffeisen Centrobank - the warrant specialist	16
Being successful with structured products	16
Being successful by working in common	17



# Bodies of the Company

## Executive Board

### Chairman:

Gerhard VOGT

### Members:

Christian SPERK

Eva MARCHART

Alfred Michael SPISS

Gerhard GRUND

## Supervisory Board

### Chairman:

Karl STOSS, Member of the Management Board,  
Raiffeisen Zentralbank Österreich AG, Vienna  
(since February 17, 2003)

Walter ROTHENSTEINER, Chairman of the  
Management Board, Raiffeisen Zentralbank  
Österreich AG, Vienna (until February 17, 2003)

### from left to right:

Alfred Michael Spiss

Gerhard Vogt

Gerhard Grund

Eva Marchart

Christian Sperk

### Deputy Chairmen:

Walter ROTHENSTEINER, Chairman of the  
Management Board, Raiffeisen Zentralbank  
Österreich AG, first Deputy Chairman  
(since February 17, 2003)

Helfried MAREK, Member of the  
Management Board, Raiffeisen Zentralbank  
Österreich AG, Vienna, first Deputy Chairman  
(until February 17, 2003)

Herbert STEPIC, Vice-Chairman,  
Raiffeisen Zentralbank Österreich AG, Vienna,  
second Deputy Chairman

### Members:

Helfried MAREK, Member of the  
Management Board, Raiffeisen Zentralbank  
Österreich AG, Vienna (since February 17, 2003)

Karl STOSS, Member of the Management Board,  
Raiffeisen Zentralbank Österreich AG, Vienna  
(from April 18, 2002 to February 17, 2003)

Karl SEVELDA, Member of the Management  
Board, Raiffeisen Zentralbank Österreich AG,  
Vienna

Christian TEUFL,  
Raiffeisen Zentralbank Österreich AG, Vienna

## State Commissioners

Peter BRAUMÜLLER

Otto PLÜCKHAHN

# Raiffeisen Centrobank Group



Representatives

CENTROTRADE  
SINGAPORE PTE LTD.  
Singapore

100%

CENTROTRADE  
CHEMICALS AG  
Great Britain

CENTROTRADE  
RUBBER USA, INC.  
Virginia Beach

100%

RACO TRADING  
PHILS, INC.  
The Philippines

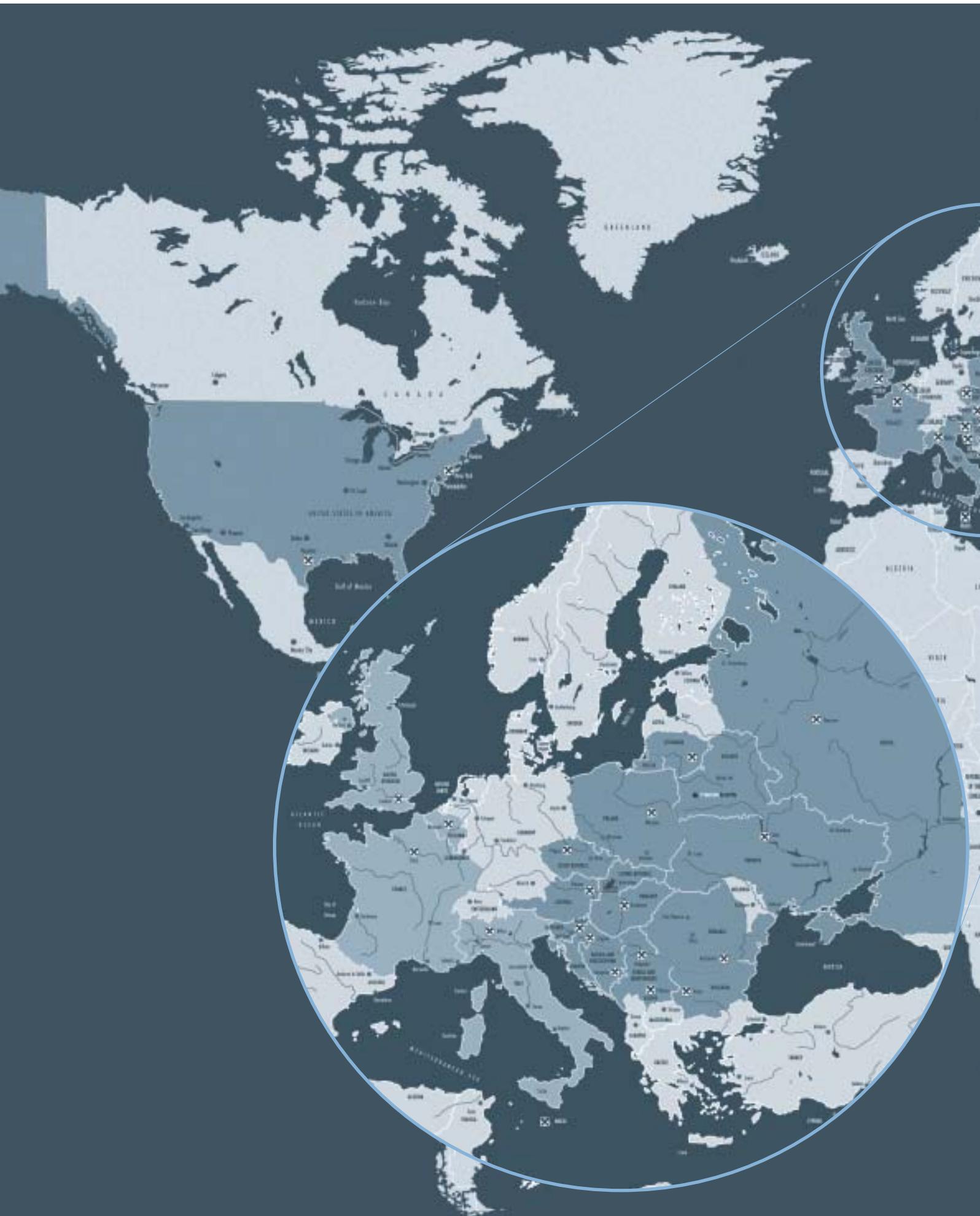
SCANVIWOOD LTD.  
Vietnam

4%

CENTROTRADE  
MALAYSIA SDN. BHD.  
Petaling Jaya

40%

As at May 2003



# RZB Group



As at May 2003



“Raiffeisen Centrobank AG is the equity-house of the entire and has attained a leading position in challenging market

# Foreword from the Chairman of the Supervisory Board

To our customers:

At the beginning of 2002 all equity-related business of the investment banking sector was transferred to Raiffeisen Centrobank, to create an agile and streamlined service centre for our customers. This integration ran smoothly thanks to the outstanding commitment and work of both staff and management.

In this last year both new strategic goals were defined, and the market position of Raiffeisen Centrobank AG in traditional business segments was strengthened and expanded. Delistings from Neuer Markt Frankfurt and listings on the Vienna Stock Exchange, for which a market share of 100% was acquired, are an example of this expansion.

All these developments were not supported by favourable market conditions, but the entire sector faced a challenging and difficult year.

However, what we have achieved underlines that the strategy we have pursued will advance in the future to the benefit of our customers.

The Supervisory Board thank the staff of Raiffeisen Centrobank for their outstanding work during the year under review.



Karl Stoss

Chairman of the Supervisory Board

Raiffeisen Banking Group  
conditions.“



“The banking business has become increasingly complex - this accommodates in particular the character of Raiffeisen Centrobank since we have been focussing on developing new products, optimising profit and limiting risks.”

# Foreword from the Chairman of the Executive Board

## To our customers:

The core subject of the year 2002 was the implementation of new strategies set up by our sole shareholder, which are to focus all our business activities on the equities segment. This goal has successfully been attained.

Capital market transactions, the provision of information to stock exchanges in Eastern and Western Europe as well as mergers and acquisitions, all very specialised business segments which require high-quality standards, have rounded off the service range we provide and have fully and efficiently been integrated into our company.

Our standing and reputation reaches far beyond the local markets. Raiffeisen Centrobank is a member of the stock exchanges in Frankfurt and Stuttgart as well as of the Swiss exchange. This enables us to provide international investors with the full range of investment services in Western and Eastern Europe, in particular investments in derivative products. Our customers have amply been making use of these services.

Turbulent markets are particularly suited for all types of warrants to maximise profits, both for private and institutional investors. Raiffeisen Centrobank has

become one of the market leaders in this promising and prospective segment.

In addition, we have strengthened our position through consultancy services during privatisations in Austria and the CEE countries.

The banking business has become increasingly complex on the one hand due to narrow rules and regulations and on the other hand due to an expanded product range and unanticipated market reactions. This accommodates the character of Raiffeisen Centrobank, which has always been active in challenging businesses. Based on the support of the Raiffeisen banking group we are aiming high and are confident of achieving our ambitious goals.



Gerhard Vogt  
Chairman of the Executive Board



Expertise and engagement make our success



# Raiffeisen Centrobank AG

Raiffeisen Centrobank AG, based in Vienna, is a top-of-the line investment bank and provides the full range of financial services in the equities segment.

The top clients of the bank are institutional investors, the Raiffeisen Landesbanken and wealthy private investors. Our focus is on providing equities and derivatives trading and sales, research, mergers & acquisitions, privatisations, private equity and venture capital.

In addition to its banking activities Raiffeisen Centrobank has been offering services in the countertrade segment.

Raiffeisen Centrobank is one of the leading issuing banks for equities in Austria. Supported by our subsidiary Raiffeisen Investment AG Raiffeisen Centrobank ranges among the top Western investment banks in Central and Eastern Europe. Since November 2001, Raiffeisen Centrobank has been a 100% subsidiary of Raiffeisen Zentralbank Österreich AG and has become the common equity house of the entire Raiffeisen banking group.

## Your partner in equities and derivatives trading and sales

Raiffeisen Centrobank is Austria's leading securities trader in the institutional market. Our experts provide you with top service and assistance in all securities-related transactions. Our market share exceeds 25% and as the main specialist\* on the Vienna Stock Exchange we offer our customers best quality and efficiency in fulfilling their orders. This applies both to the securities and warrants market as well as to structured products. Our experienced team takes on:

- 86% of all specialist obligations on the Vienna XETRA market
- 47% of all specialist obligations on the Vienna OeTOB 3 market

Our long-standing experience as well as our early engagement in important markets and segments has strengthened our position. In 1997 we were the first Austrian bank with direct access to the German stock exchanges EUREX and XETRA, where we took over the designated sponsorship for specific shares. Raiffeisen Centrobank is the sole Austrian member of EUWAX in Stuttgart. These advantages all add up to the benefit of our customers.

\* "Specialists" are market makers, who are committed to trade at narrowest spread and highest volume. For each listed security the Vienna Stock Exchange nominates only one "specialist".



## Raiffeisen Centrobank - the warrant specialist

We are Austria's leading specialist for warrants, certificates and structured products and an important niche-player in the international equities business. As the sole Austrian member of the European Warrants Exchange EUWAX in Stuttgart, which is Europe's largest warrants exchange, Raiffeisen Centrobank is the only regular issuer of warrants and certificates. Our product range includes Open-End Index Certificates, Discount Certificates, Turbo Certificates, Open-End Turbo Certificates, guarantee products and tailor-made structured products. We offer all these products as well on international stocks and indices, in particular from Germany and Central Eastern Europe.

With more than 1 200 products we are always able to offer you the most interesting and appropriate investment for each market scenario.

## Being successful with structured products

As Austria's market leader we focus on providing tailor-made services and individual counselling to our customers and develop innovative financial products for each profile.

- Basket or index certificates. Certificates enable the investor to participate 100% in the development of the basket or index and represent a cost-effective alternative to conventional funds. Scenario: rising markets, risk diversification, unlimited risk downwards.
- Guarantee bonds. The holder of a guarantee bond benefits from price gains and bears minimum risk since payment of 100% of the nominal value is guaranteed. Scenario: minimum risk downwards as for guaranteed capital repayment.

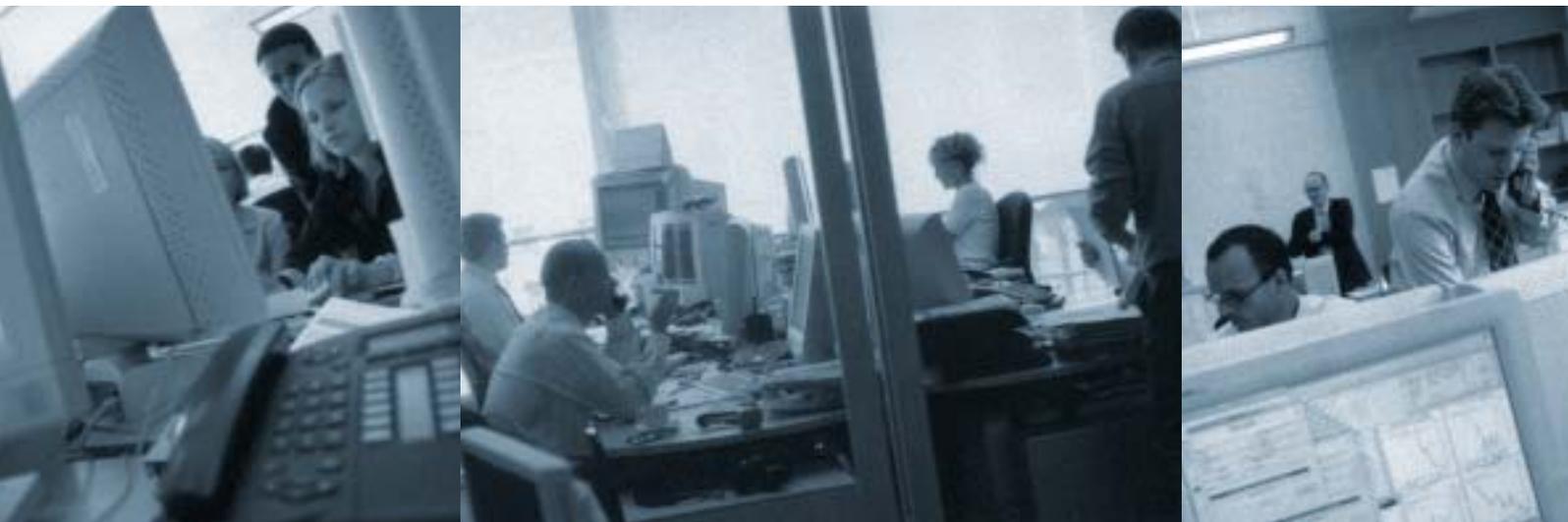


- Warrants. Warrants are a profitable instrument for volatile markets. Scenario: Calls for expected price gains, puts for downwards movements.
- Discount certificates. Shares are purchased with a discount from the stock exchange price. Scenario: stable or rising markets, risk downwards.
- Turbo Certificates, Open-End Turbo Certificates. These products bear an exercise price and a stop-loss barrier. The investor benefits from the leverage effect without having to take volatilities into account. Scenario: Turbo Long Certificates for rising markets, Turbo Short Certificates for bearish markets.

### Being successful by working in common

We are a dynamic and agile investment bank and provide tailor-made solutions to our customers. Our major clients are institutional investors and equity traders in Austria and abroad, investment advisers and sales people of banks within and outside the Raiffeisen banking group, who are in search of innovative products for private investors.

If you are looking for an alternative to your present broker, are interested in our financial products or would like to structure a new product, our sales and trading specialists are your partners to contact.



In view of the development and expansion of new business segments and the establishment of Raiffeisen Centrobank as the investment bank within the Raiffeisen banking group we will, in close cooperation with our staff, advance our opportunities and strengthen our position.

#### The Executive Board

Gerhard Vogt  
Chairman

Christian Sperk

Eva Marchart

Alfred Michael Spiss

Gerhard Grund

