



# Alpha Bank Romania

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## Brief introduction to our capital market services

June 2021



**Alpha Bank Romania** is a universal bank, offering a wide range of services and products, both for individuals and for SME & corporate sector, with a strong retail network

## Key Facts:



**First foreign bank** granted license in Romania, established in 1994



Owned by **Alpha Bank Greece AE** (99.92%)



**Top 10 universal bank** with **3.2% asset market share** (Dec'20)\*



**First bank to launch a housing loan**, leading to the creation of local mortgage market



**Rated by Moody's Ratings Agency** (Ba2)



**Highly experienced personnel** (~2.0k employees)



**Strong network presence** (130 branches)

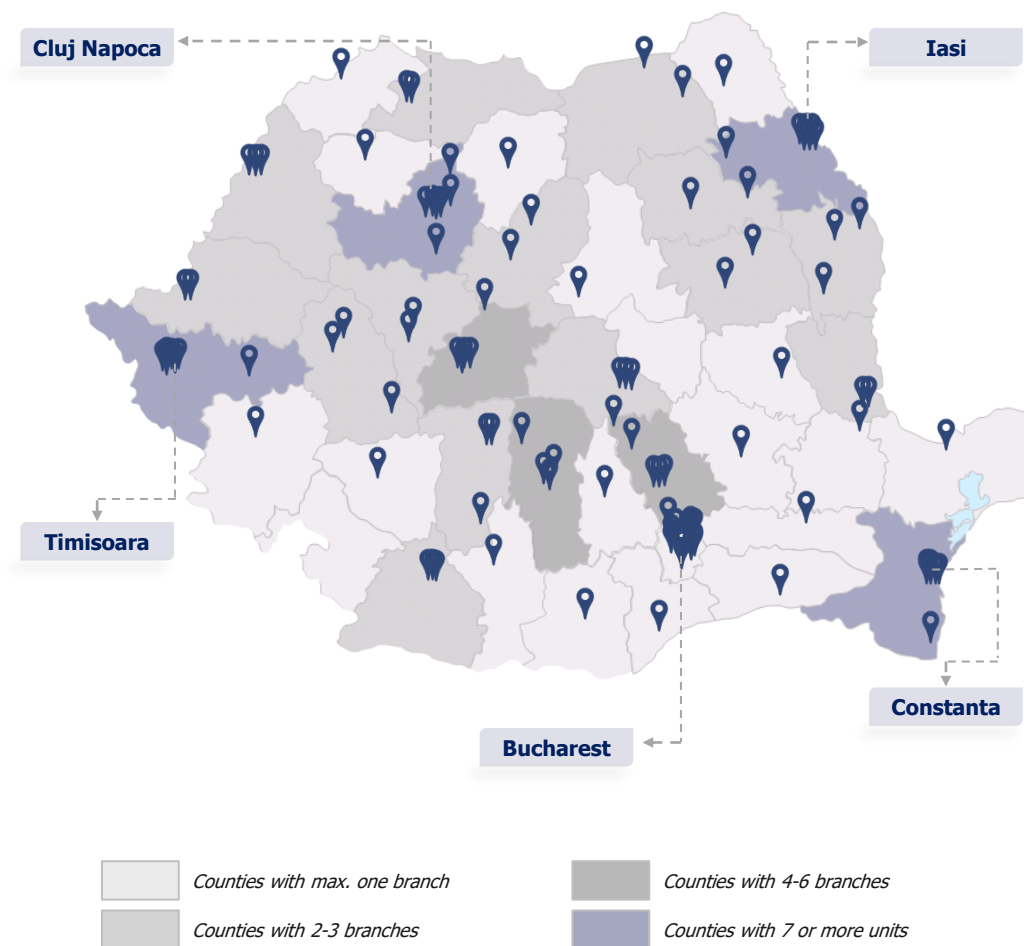


Member of the **Energy Efficient Mortgages Pilot Scheme**

## Alpha Bank Romania – Key figures (FY 2020)

Total assets:	€3,679m	NPE ratio:	3.81%
Gross loans:	€2,575m	CET1:	21.52%
Deposits:	€2,676m	CAD:	24.32%

## Unit network covers 95% of counties:



- ✓ Alpha Bank Group has been a constant participant to the Romanian capital market since 1994 through its brokerage company, i.e. Alpha Finance Romania (AFR) which was a founding member of the Bucharest Stock Exchange and part of many landmark transactions
- ✓ Starting with October 2020, AFR's business, including clients and personnel have been integrated within Alpha Bank Romania
- ✓ Member of Bucharest Stock Exchange
- ✓ Member of Romanian Central Depository



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## Trading

- ✓ Our team of brokers strives to offer both institutional and retail clients real time access to flows and competitive costs
- ✓ We are providing tailored trading services to domestic and foreign institutional clients.
- ✓ Global connectivity with foreign markets through an external broker with access to more than 18 major financial markets all over the world (DMA)
- ✓ Our retail online trading platform ensures instant access to BSE

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## Investment Banking

- ✓ Alpha Bank Group has been one of the prominent financial advisors on the domestic market, involved in many significant capital market projects
- ✓ We offer a wide range of advisory services, i.e.:
  - ✓ Funds raising via IPOs and debt issuance
  - ✓ Takeovers and shareholders' squeeze-out
  - ✓ M&A advisory
  - ✓ Regulatory advice
  - ✓ Business valuation of listed and private companies and business plan drafting etc.

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## Equity Research

- ✓ Equity research offers full coverage of Romanian capital market
- ✓ We issue various macroeconomic reports daily bulletins on local capital market, target price updates, earning reviews and flash notes on local blue chips alongside light coverage of some small caps.

## Preparation



- ✓ Run a **due-diligence** process on the company
- ✓ Advise on the capital market **regulatory framework** applicable for financing via the AeRO market
- ✓ Perform a **valuation** of the company's market capitalization
- ✓ Assess the company's **corporate governance** standards
- ✓ Assist in drafting the **listing memorandum** and other documents needed to obtain regulatory approvals
- ✓ Develop the **marketing** strategy and investment case

## Execution and listing



- ✓ Maintain communication with **capital market institutions** (Bucharest Stock Exchange, Financial Supervisory Authority, Central Depository)
- ✓ Submit the applications for obtaining **regulatory approvals/registrations**, i.e. BSE, FSA, Central Depository,
- ✓ Organize **meetings with investors** to present them the investment case
- ✓ **Structure the offer**, by determining, as applicable, the issuing price, interest rate, size etc
- ✓ Coordinate **subscriptions**, perform **allocation**, **execute** trades and settlement

## Post-listing assistance



- ✓ Assist the company in fulfilling its **post-listing disclosure requirements**:
  - ad-hoc reporting,
  - preparing and submitting annual/half-yearly/quarterly reports
- ✓ Support the company in developing its **Investor Relations** function
- ✓ Assist the company in implementing the recommendations of the BSE **Principles for Corporate Governance** applicable for AeRO companies



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