

# RPFB PROJECT FINANCE LTD.

*Profile and Track Record*



# Main Facts about RPFB Project Finance Ltd.

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- RPFB Project Finance Ltd. (“RPFB”) is an independent investment banking firm focusing on projects in Russia, CIS and the Eastern & Southern European countries
- RPFB is a successor of the advisory business of the Russian Project Finance Bank, established in 1992 by EBRD
- RPFB provides advise in the areas of corporate, structured and project finance, M&A, equity placement and asset management
- RPFB offers expertise in the development and implementation of efficient financial structures for investment projects
- RPFB possesses 25 years of experience working with leading international financial institutions and has assisted Russian and international clients in raising over \$40 bln of debt and equity funds
- Reputation and quality of RPFB services have been confirmed by authoritative international rewards

# Advantages of RPFB

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- **Deep expertise** in energy, oil & gas, petrochemicals, metals & mining sectors
  - ▶ Understanding of the requirements and relationships with all potential lending sources (ECAs, commercial banks, multilaterals, VEB, regional development banks, investment funds, etc.)
  - ▶ Excellent reputation and trust to RPFB proposed solutions
  - ▶ Achievement of truly limited recourse in project finance structures
- **Integrated approach**
  - ▶ Experience in advising sponsors/borrowers, equipment suppliers and lenders
  - ▶ No participation in lending – no conflict of interest: support to the clients at all stages of the transaction
  - ▶ Ability to balance interests of borrower and lender, and find compromise solutions
- **Competent advisory team** comprised of people who personally participated in a number of landmark transactions
- **Value for money** – reasonable remuneration

# International Recognition

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## *Yuzhno-Russkoye oil and gas field*

Financial Consultants – **Societe General and RPFB**



Europe Gas Deal of the Year 2011



European Upstream Oil and Gas Deal of the Year 2011

Energy Risk Deal of the Year 2012

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## *Nord Stream*

Financial Consultants – **RBS, Commerzbank, Societe General and RPFB**



Europe Gas Deal of the Year 2009

Best project finance deal in CEE 2009



Oil and Gas Deal of the Year 2010



Infrastructure Deal of the Year 2010

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## *Blue Stream*

Financial Consultant to Gazprom – **RPFB**

European Oil and Gas Deal of the Year 2000

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## *Yamal-Europe*

Financial Consultant to Gazprom – **RPFB**

Eastern Europe deal of the Year 1997

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# Contacts

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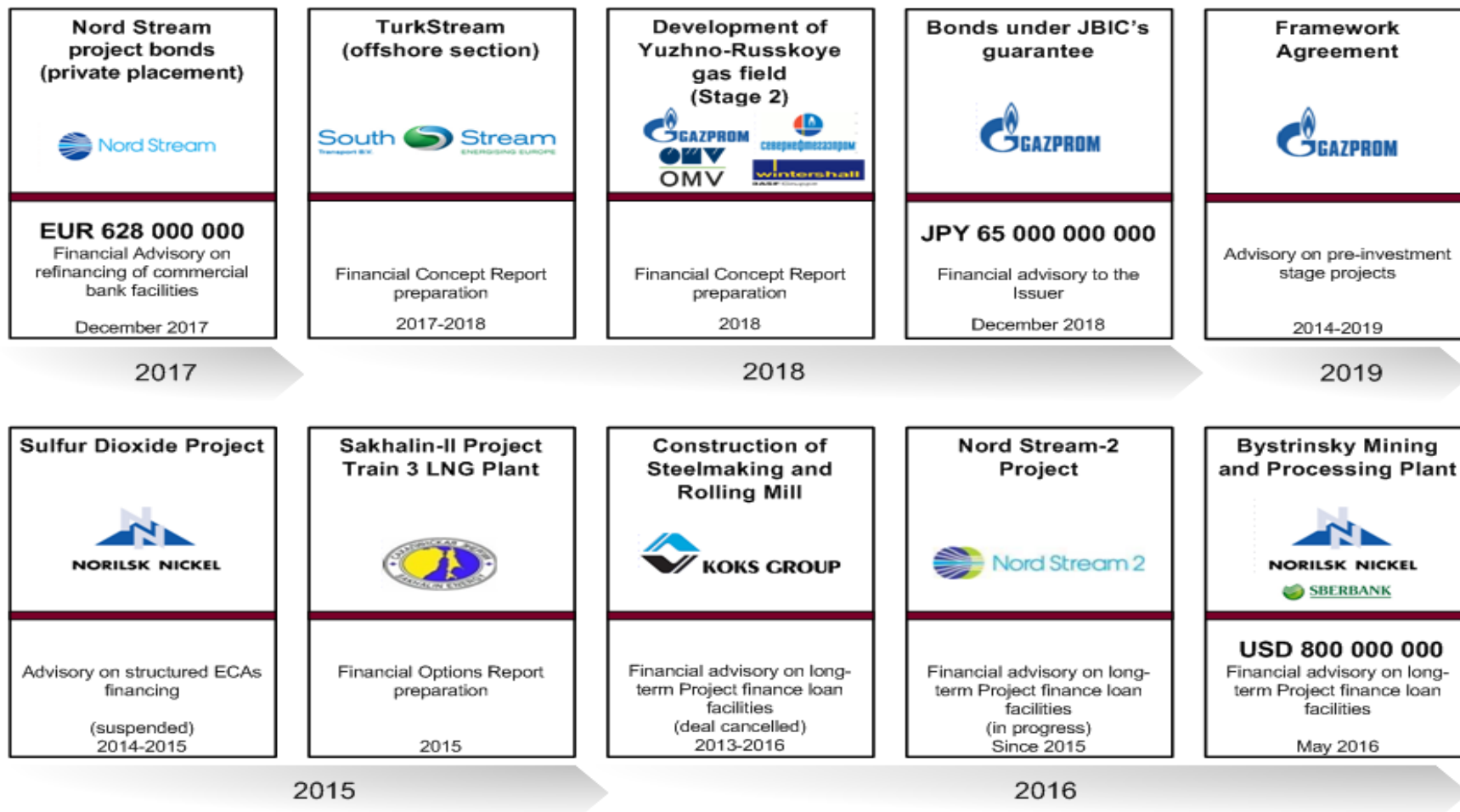
# Attachment 1

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Closed Deals/Mandates

# RPFB's deals & mandates

2015-2019



# RPFB's closed deals

## 2006-2014





# RPFB's closed deals

## 2004-2006

 <p><b>USD 970 000 000</b> Advisory on refinancing of the existing loans and portfolio optimization April 2005</p>	 <p><b>USD 1 868 500 000</b> Advisory on refinancing of project loans by the issue of guaranteed bonds July 2005</p>	 <p><b>USD 200 000 000</b> Financial advisory on unsecured corporate loan September 2005</p>	 <p><b>JSC OGK-1</b> Preparation of medium- and long-term investment program 2006</p>	 <p><b>Federal Service on Tariffs of the Russian Federation</b> Development of procedures for the calculation of the yield on invested capital in the power sector 2006</p>	 <p><b>National Reserve Corporation</b> Assessment of an investment opportunity in the power sector May 2006</p>	 <p><b>USD 763 000 000</b> Advisory on refinancing of the Gazprombank loan facility to EuRoPol Gaz S.A. (Poland) September 2006</p>
2005			2006			
 <p><b>USD 1 100 000 000</b> Advisory on refinancing of the existing loan facility with extension of the maturity May 2004</p>	 <p><b>Ukhtinskaya compressor station</b> <b>SEK 371 839 496</b> Financial advisory on export credit facility insured by EKN (Sweden) May 2004</p>	 <p><b>USD 1 100 000 000</b> Financial advisory on refinancing of the existing loan facilities and optimisation of the credit portfolio August 2004</p>	 <p><b>JSC Mosenergo (TGK-3)</b> Preparation of medium- and long-term investment program 2005</p>	 <p><b>JSC Permskaya TPP</b> Preparation of the feasibility study for the calculation of tariff applicable in 2006 for the construction of power-generating unit #4 2005</p>	 <p><b>JSC Kashirskaya TPP</b> Preparation of the feasibility study for the calculation of tariff applicable in 2006 for the reconstruction of power-generating unit #3 2005</p>	 <p><b>Slovakian Petroleum Production (SPP)</b> Advisory on the acquisition from E.ON Ruhrgas/Gaz de France of 16.3% share of "SPP", the gas distribution company (Slovakia) (Deal canceled) 2005</p>
2004			2005			
 <p><b>Construction of CCGT power plant (390 MW) in Schekino, Russia</b> Financial advisory (feasibility study, contractual structure, financing scheme) 2004</p>	 <p><b>Construction of HPP (750 MW) in El Cajon, Mexico</b> Advisory to equipment supplier (mitigation of risks, optimization of contractual structure) 2004</p>	 <p><b>Construction of Ivanovo TPP (650 MW)</b> Financial advisory (business plan) 2004</p>	 <p><b>Pskovskaya CHP assets disposal</b> Advisory to the seller (information memorandum, design and co-ordination of assets sales procedure) 2004</p>	 <p><b>Sakhalin Power Bridge Project</b> Financial advisory (feasibility study, contractual structure) 2004</p>	 <p><b>OAO "Gazprom"</b> Advisory on OAO "Gazprom" bid for 51% share of "Distrigaz Sud S.A.", the gas distribution company (Romania) 2004</p>	 <p><b>OAO "Gazprom"</b> bid for 51% share of "SNP Petrom S.A.", the integrated oil and gas company (Romania) 2004</p>
2004						

# RPFB's closed deals

## 1999-2003



# RPFB's closed deals

## 1994-1998

