



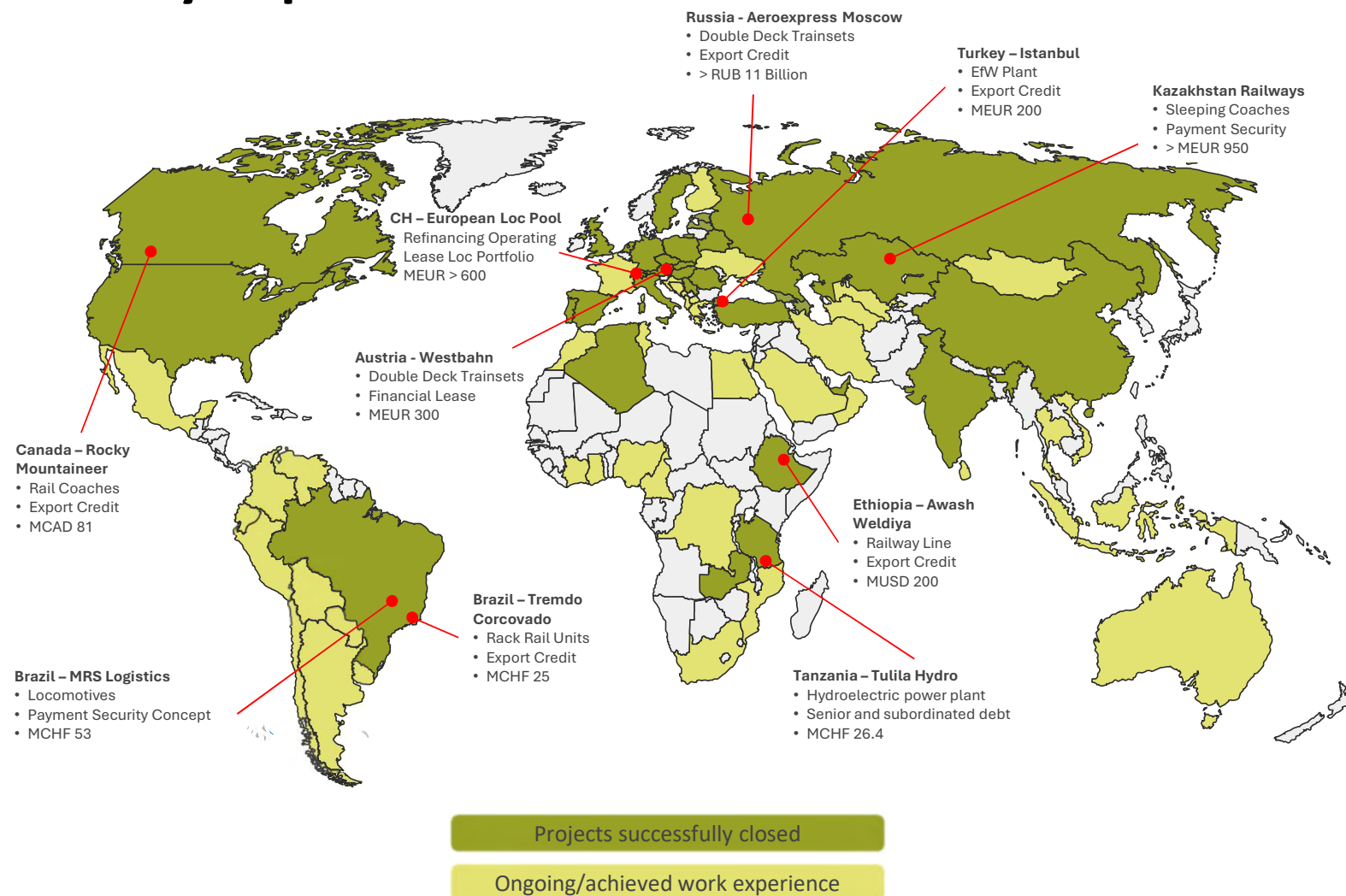
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AIL Structured Finance

Company Presentation

Your partner for customized Financial Advisory
Services and Investment Management

AIL's Country Experience



Selected References


Azerbaijan

EUR 295'000'000
Debt Facilities for
**COMBINED CYCLE
POWER PLANT**


acted as Sub-Advisor to
International Bank

August 2004


Russian Federation

EUR 15'000'000
Debt Facilities for
**STEEL PLANT
EQUIPMENT**


acted as Sub-Advisor to
International Bank

February 2005


Germany

EUR 41'800'000
Debt Facilities for
**WOOD-FIRED
POWER PLANT**


acted as Advisor to
HOKAWA GmbH

August 2005

International Finance
Corporation (IFC)

**TRADE FINANCE
CONSULTANCY
ASSIGNMENT**


acted as Consultant to
International Finance
Corporation (IFC)

January 2006


National Railway Company
of Hungary

EUR 144'600'000
Debt Facilities for
ROLLING STOCK


acted as Advisor to
STADLER

July 2006


National Railway Company
of Algeria

EUR 421'000'000
Forfeiting & Payment
Security Concept for
ROLLING STOCK


acted as Advisor to
STADLER

September 2006


Austria

EUR 2'350'000
Mezzanine Finance for
**BIOMASS POWER
PLANT**


acted as Investment
Advisor to
energuinfrastructure

September 2006


Koleje
Mazowieckie
Mazowieckie Railway
Poland

EUR 69'000'000
Forfeiting & Payment
Security Concept for
ROLLING STOCK


acted as Advisor to
STADLER

November 2006

Seller undisclosed
Switzerland

M & A ADVISORY
in relation to shares of
**ENERGIE
ELECTRIQUE DU
SIMPLON SA (EES)**


acted as Advisor
(seller-side)

March 2007


Germany


EUR 4'000'000
Mezzanine Finance for
**ELECTRONIC WASTE
RECYCLING CENTER**


acted as Investment
Advisor to
energuinfrastructure

July 2007


Germany

Equity Finance for
**WOOD PELLET
PRODUCTION
FACILITY**


acted as Advisor to
EC Bioenergie GmbH

August 2008
























Austria

EUR 3'000'000
Convertible Loan for
**WIND ENERGY
COMPANY**




































acted as Advisor to
Ventureal

October 2008


































Selected References

<p>Owner undisclosed</p> <p>Latvia</p> <p>EUR 9'500'000 Senior and Mezzanine Debt Facilities for WOOD BIOMASS PRODUCTION PLANT</p> <p> acted as Advisor to energininfrastructure</p> <p>June 2009</p>	<p> Azerbaijan</p> <p>EUR 20'000'000 Debt Facilities for HYDRO EQUIPMENT PRODUCTION PLANT</p> <p> acted as Sub-Advisor to International Bank</p> <p>June 2009</p>	<p> Belize</p> <p>EUR 7'150'000 Participation in a USD 42.5 Mio. Senior BORROWING BASE FACILITY</p> <p> acted as Advisor to energininfrastructure</p> <p>July 2009</p>	<p> Austria</p> <p>EUR 91'600'000 Debt Facilities for ROLLING STOCK</p> <p> acted as Advisor to STADLER</p> <p>November 2009</p>	<p> Czech Republic</p> <p>EUR 7'000'000 Convertible Loan for WIND ENERGY COMPANY</p> <p> acted as Advisor to Ventureal</p> <p>November 2009</p>	<p> MRS Logistics S.A.</p> <p>CHF 53'064'000 Payment Security Concept for LOCOMOTIVES</p> <p> acted as Advisor to STADLER</p> <p>February 2010</p>
<p> Belarussian Railway</p> <p>EUR 61'576'867 Export Loan for ELECTRIC TRAINS «FLIRT»</p> <p> acted as Advisor to STADLER</p> <p>July 2010</p>	<p> Wasserwerke Zug</p> <p>CHF 16'000'000 Stock Placement in non-listed utility BLOCK TRANSACTION</p> <p> acted as Advisor to the seller (undisclosed)</p> <p>December 2010</p>	<p> Austria</p> <p>Payment Security Concept for 9 ELECTRICAL RAILCARS</p> <p> acted as Advisor to STADLER</p> <p>January 2011</p>	<p> Spain</p> <p>EUR 75'000'000 Export Credit & VAT Facility 30 MW SOLAR THERMAL POWER PROJECT</p> <p> acted as Advisor to TUBOSOL PE2</p> <p>February 2011</p>	<p> Czech Republic</p> <p>Arranging Debt Facilities for the purchase of ROLLING STOCK</p> <p> acted as Advisor to STADLER</p> <p>May 2011</p>	<p>Italian Train Operator</p> <p>Italy</p> <p>EUR 55'902'000 Payment Security Concept for NARROW-GAUGE RAILCARS</p> <p> acted as Advisor to STADLER</p> <p>September 2011</p>


























Selected References

 Azersu Azerbaijan Open Programme Municipal Infrastructure Azersu / KfW / seco CONSULTANCY ASSIGNMENT AND BUSINESS PLAN  STRUCTURED FINANCE acted as Sub-consultant to  Juni 2012	 Hungary EUR 20'332'000 Payment Security Concept for 4 ELECTRICAL RAILCARS  STRUCTURED FINANCE acted as Advisor to  September 2012	 Estonia Train Finance AG Switzerland FINANCIAL LEASE TO ESTONIA  STRUCTURED FINANCE manages all activities of  November 2012	Italian Train Operator Italy EUR 25'562'058 Payment Security for Delivery of NARROW-GAUGE RAILCARS  STRUCTURED FINANCE acted as Advisor to  December 2012	 Belarusian Railway EUR 46'600'000 Export Loan for ELECTRIC TRAINS «FLIRT»  STRUCTURED FINANCE acted as Advisor to  May 2013	 Serbia EUR 99'000'000 Payment Security for Delivery of 21 ELECTRICAL RAILCARS  STRUCTURED FINANCE acted as Advisor to  May 2013
 Hungary EUR 33'300'000 Payment Security for Delivery of 6 ELECTRICAL RAILCARS  STRUCTURED FINANCE acted as Advisor to  June 2013	 Hungary EUR 233'500'000 Payment Security for Delivery of 42 ELECTRICAL RAILCARS  STRUCTURED FINANCE acted as Advisor to  June 2013	 Italy EUR 17'500'000 Payment Security for Delivery of 2 ELECTRICAL RAILCARS  STRUCTURED FINANCE acted as Advisor to  June 2013	 Switzerland FINANCIAL LEASE TO A SWEDISH TRAIN OPERATOR  STRUCTURED FINANCE manages all activities of Nordic Train Finance AG January 2014	 Belarusian Railway CHF 20'117'000 Export Loan for INTERREGIONAL TRAINS  STRUCTURED FINANCE acted as Advisor to  April 2014	 Azerbaijan CHF 119'824'000 Payment Security for Delivery of 30 SLEEPING COACHES  STRUCTURED FINANCE acted as Advisor to  June 2014

Selected References


































 Tanzania USD 26'400'000 Senior Export Credit and Subordinated Debt for TULILA HYDRO-ELECTRIC POWER PROJECT  acted as Advisor to the Swiss Project Sponsor July 2014	 Ethiopia USD 143'000'000 Export Credit for AWASH-WELDIA RAILWAY PROJECT  acted as Advisor to  December 2014	 Austria EUR 143'500'000 Debt Facilities for ROLLING STOCK  acted as Advisor to  March 2015	 A Governmental Agency South Korea CHF 8'560'000 Payment Security for SIMULATOR & TEST SYSTEMS  acted as Advisor to  May 2015	 Azerbaijan EUR 72'510'000 Export Credit and Commercial Loan for 5 DOUBLE-DECK TRAINSETS  acted as Advisor to  July 2015	 Hungary EUR 85'083'600 Payment Security insured by a private risk insurer for Delivery of 21 ELECTRICAL RAILCARS  acted as Advisor to  September 2015
 India Supplier's Credit for COMPLETE SPINNING SYSTEM  acted as Advisor to  September 2015	Graciosa Portugal EUR 4'000'000 Manufacturing credit in relation with the delivery of a BATTERY STORAGE SYSTEM  acted as Advisor to  November 2015	 Canada CAD 81'000'000 Export Loan for PANORAMIC RAIL COACHES  acted as Advisor to  January 2016	[Confidential] Private sector Company I Russia Arranging CHF 1'200'000 Supplier Credit Facility for the purchase of WELDING HELMETS  acted as Advisor to  April 2016	 Russia RUR 11 BILLION Arranging of SERV cover and Debt Facilities for the delivery of ROLLING STOCK  acted as Advisor to  Juni 2016	 Georgian Railway USD 43'700'000 Export loan for the delivery of ROLLING STOCK  acted as Advisor to  August 2016

Selected References






















<p>[Confidential] Private sector Company II Russia</p> <p>Arranging CHF 1'213'000 Supplier Credit Facility for the purchase of WELDING HELMETS</p> <p> acted as Advisor to  September 2016</p>	<p> A Governmental Agency India</p> <p>CHF 2'250'000 Payment Security for TEST SYSTEMS</p> <p> acted as Advisor to  September 2016</p>	<p>Private buyer undisclosed India</p> <p>Arranging SERV cover for EUR 7'900'000 to finance a ATR FLIGHT SIMULATOR</p> <p> acted as Advisor to  January 2017</p>	<p> انفيروسرف UAE – Dubai</p> <p>Arranging Debt Facilities for a USD 28'000'000 e-waste recycling plant THE RECYCLING HUB</p> <p> acted as Advisor to  June 2017</p>	<p>Private buyer undisclosed USA</p> <p>Arranging Debt Facility for a USD 1'080'800 purchase of NEEO REMOTES AND BUNDLE COMBO</p> <p> acted as Advisor to NEEO June 2017</p>	<p> Russia</p> <p>RUB 3'050'000'000 Payment Security for the Delivery of 23 TRAMWAYS</p> <p> acted as Advisor to STADLER June 2017</p>
<p> Czech Republic</p> <p>> CZK 1 BILLION Payment Security for the Delivery of 40 TRAMWAYS</p> <p> acted as Advisor to STADLER September 2017</p>	<p> Turkey</p> <p>> EUR 250'000'000 Payment Security for Turnkey Delivery of a WASTE TO ENERGY PLANT</p> <p> acted as Advisor to Hitachi Zosen INOVA December 2017</p>	<p> Brazil</p> <p>CHF 25'000'000 Export Credit for TREM DE CORCOVADO RACK RAIL UNITS</p> <p> acted as Advisor to STADLER December 2017</p>	<p>Ethiopian Railways Corporation Ethiopia</p> <p>USD 54'122'000 Export Credit for AWASH-WELDIA RAILWAY PROJECT (PHASE II)</p> <p> acted as Advisor to  December 2017</p>	<p> Azerbaijan</p> <p>CHF 134'000'000 Export Credit for 4 DOUBLE DECK TRAINSETS & 20 SLEEPING COACHES</p> <p> acted as Advisor to STADLER March 2018</p>	<p> A Governmental Agency Egypt</p> <p>CHF 1'120'000 Payment Security for TEST SYSTEMS</p> <p> acted as Advisor to  February 2019</p>

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Selected References

 Austria EUR 300'000'000 Structuring of Financial Lease for DOUBLE DECK TRAINSETS  acted as Advisor to  October 2019	 Turkey APPROX. EUR 200'000'000 Export Credit for the Turnkey Delivery of a ENERGY FROM WASTE PLANT  acted as Advisor to  December 2019	 Taiwan EUR 165'000'000 Payment Security for 34 DIESEL-ELECTRIC LOCOMOTIVES  acted as Advisor to  January 2020	 Azerbaijan EUR 115'000'000 Payment Security for 10 FLIRT TRAINSETS  acted as Advisor to  June 2020	 Belarusian Railway EUR 88'980'000 Export Loan for the Delivery of FLIRT TRAINSETS  acted as Advisor to  July 2020	 Turkey EUR 40'037'000 Export Loan for the Delivery of 7 LOCOMOTIVES  acted as Advisor to  August 2020
Austrian Train Finance AG Austria EUR 150'000'000 Refinancing (Debt) of a Financial Lease for a Fleet of DOUBLE DECK TRAINSETS  acted as Advisor to Austrian Train Finance AG October 2020	 Switzerland EUR 240'000'000 Refinancing (Debt) of Operating Leases for a Portfolio of Locomotives  acted as Advisor to  October 2020	Private Sector Company undisclosed Russia APPROX. EUR 250'000'000 Arranging of SERV cover for the Turnkey Delivery of FOUR ENERGY FROM WASTE FACILITIES  acted as Advisor to  January 2021	 Brazil BRL 83'000'000 Payment Security for EMAS SAO PAULO CONGONHAS  acted as Advisor to  July 2021	 Switzerland EUR 160'000'000 Increase of Debt Facilities for Financing of Locomotives under Full-Service Operating Leases  acted as Advisor to  March 2022	 Netherlands EUR 78'600'000 Payment Security for FLIRT TRAINS  acted as Advisor to  May 2022

Selected References

 Taiwan TWD 7'782'068'555 Payment Security for Delivery of METRO TRAINS FOR A NEW LINE  acted as Advisor to STADLER October 2022	 United Kingdom > GBP 300'000'000 SERV covered Export Credit for the Turnkey Delivery of a WASTE TO ENERGY FACILITY  acted as Advisor to  November 2022	 Switzerland EUR 60'000'000 Increase of Debt Facilities for Financing of Locomotives under Full- Service Operating Leases  acted as Advisor to  December 2022	 Switzerland EUR 223'087'500 Increase of Debt Facilities for Financing of Locomotives  acted as Advisor to  July 2023	National Railway of Kazakhstan Kazakhstan > EUR 950 MILLION Payment Security for the Delivery of SLEEPING COACHES  acted as Advisor to STADLER September 2023	 Turkey EUR 39 MILLION Export Loan for the Delivery of 5 LOCOMOTIVES  acted as Advisor to STADLER September 2023
 Saudi Arabia CHF 422'586'000 Payment security for the delivery of 10 DIESEL-ELECTRIC TRAINS  acted as Advisor to STADLER March 2024	 Lithuania EUR 224'000'000 Payment security for the delivery of 15 ELECTRIC AND ELECTRIC-BATTERY TRAIN  acted as Advisor to STADLER April 2024	Private Railway Operator Austria CHF > 100 Mio. Structuring of Operating Lease for Stadler SMILE Trains  acted as Advisor to  September 2024	Railway Operator Germany EUR 400 Mio. Financing of Receivable Transaction regarding Stadler FLIRT and KISS Trains  acted as Advisor to STADLER December 2024		

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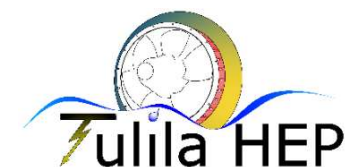
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