



Johann C. Aldrian, CFA

Work Experience

March 2022 - Advisor & Investor

April 2014 – February 2022 Raiffeisen Bank International Vienna, Austria
Head of Institutional Investors & Functional Lead Asset Managers

- Heading the **acquisition and servicing** of RBIs Institutional Investors client segment (Asset Managers & Insurances)
- Responsible for **RBIs group-wide strategy and steering** with this client segment
 - Developing the client and product strategies for the resp. countries and HO
 - Managing the growth of the business line (> EUR 100 mn GI)
 - Driving product innovation for the alternative AMs (e.g. PE) clientele
- **Managing and growing the groups talent pool** to provide top-service to this challenging and capital market oriented client segment

January 2009 – March 2014 Raiffeisen Bank International Vienna, Austria
Director & then Head of Exposure Management (IC Credit Investments)

- Heading the EM team and successfully managed the Bank's Financial Institution Exposure (Credit Risk) – especially the **Credit Investment Portfolio** and **Cross Selling Portfolio**
 - Current: EUR 250 mn portfolio with more than EUR 5 mn annual GI
 - Run down: EUR 5 bn portfolio with cum. more than EUR 200 mn in GI
- **Established forward looking analysis of credits** with special focus on **maximizing the value of the pre-existing investments** by assessing the **viability of the Business Model, Expected Balance Sheet and Market Data, Expected Government Action and also performing Recovery Analysis**

October 2006 – December 2008 Raiffeisen Zentralbank AG Vienna, Austria
Assistant to the Treasury and Investment Banking Board Member of RZB Group

- Supported the **strategy definition process** for **Treasury & Investment Banking**
- Developed the **concept, business case and valuation model** for a **distressed asset restructuring fund** in cooperation with a US Partner including 8 weeks of hands-on restructuring work at 3 different corporations in the US
- Prepared a potential Direktbanking Market Entry in Germany for the Bank

August 2006 – October 2006 Private Contract Vienna/AT, Frankfurt/DE
Managed the establishment of ifb Austria

- Finding the country head & supporting the market & client strategy development

January 2003 – August 2006 Mummert Consulting Vienna/AT, Frankfurt/DE
Senior Consultant within the "Banking and Financial Institutions Team"

- Engaged in the acquisition of projects in Asset Management and Investment Optimization in AT, DE and CH
- Development of a comprehensive business concept "**Risk-Adjusted Performance Measurement**" for the asset management arm of a major German bank
- Evaluation and optimization of the investments of a **top-five German mortgage bank**

July 2001 – December 2002 Cap Gemini Ernst & Young Vienna, Austria
Consultant within the "Capital Markets Team"

- Worked in a treasury optimization and implementation project at a top-tier Austrian bank and prepared Treasury & Risk-Management (Basel II) service offerings



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Education

March 2008 – October 2008 **AIRA** **New York, USA**

Completion of the “*Certified Insolvency & Restructuring Advisor (CIRA)*” program offered by the *Association of Insolvency & Restructuring Advisors (AIRA)*

- Business Turnaround/Restructuring Plans and Bankruptcy Advisory

February 2002 – June 2007 **CFA-Institute**

Completion of the “*Chartered Financial Analyst*” program

- **Analysis and Valuation** of assets in all major asset classes and **Portfolio Management**
- Member of the CFA Society Austria

October 1995 – September 2000 **University of Vienna** **Vienna, Austria**

Master’s Degree in “*International Business*”

- Majors in portfolio management, finance, international accounting (IFRS) and international economics
- Master Thesis topic: “**Portfolio Performance Evaluation**” with Prof. Zechner
- Rated in **top 10 %** of the class

September 1998 – June 1999 **University of Minnesota** **Minneapolis, USA**

Studied at the *Carlson School of Management – University of Minnesota*

- Advanced courses in **portfolio management, finance and US-accounting**

October 1994 – September 1995 **Mountain Infantry Officer Training** **Austria**

- Trained to become an infantry officer and promotion to lieutenant in 1998

September 1989 – June 1994 **Handelsakademie Deutschlandsberg, Austria**

- Finished high school “**Cum Laude**”

Languages

German (native), English (fluent), French (working knowledge)

Computer Skills

Proficiency in Bloomberg, MS-Office (Word, PowerPoint, Excel, Access, Project), Lotus Notes and WWW-Applications

Activities/Interests

September 2002 – October 2020

Teaching the courses “**Risk Capital & Entrepreneurship**” and “**Managing Foreign Trade Risks**” at the University of Applied Sciences in Vienna, Krems, Innsbruck and Graz

October 2001 – May 2007

Co-Founder and Vice-Chairman/Treasurer of the alumni club of the Center for Business Studies at the University of Vienna

September 1991 – June 1994

High-School Student Body **President and Vice President**

- **Award for outstanding dedication** to the school from the superintendent of schools

Hobbies

Ski- and Mountain-Tours, Flying (Private Pilot’s License)