



BANK OF GEORGIA

INVESTOR 20 DAY 20

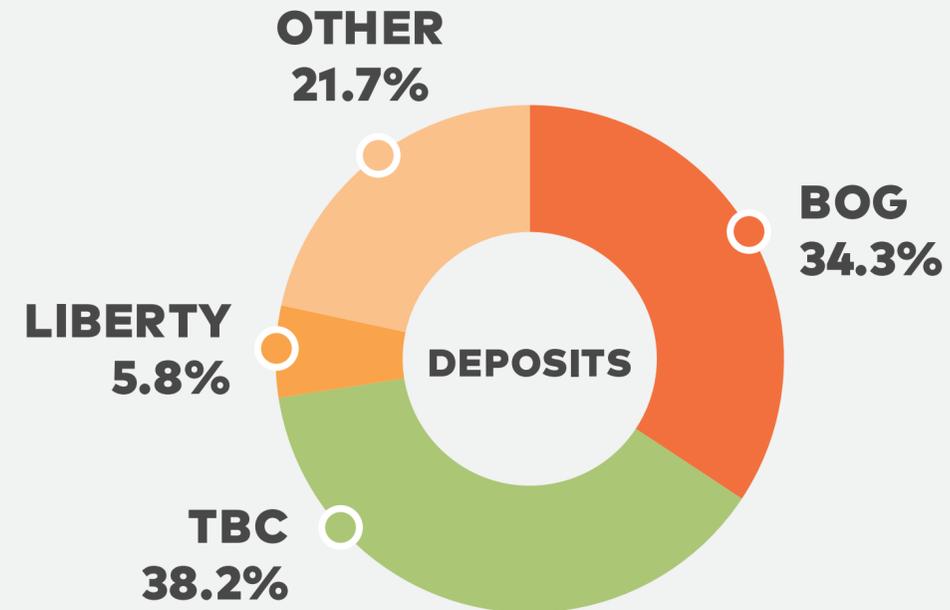
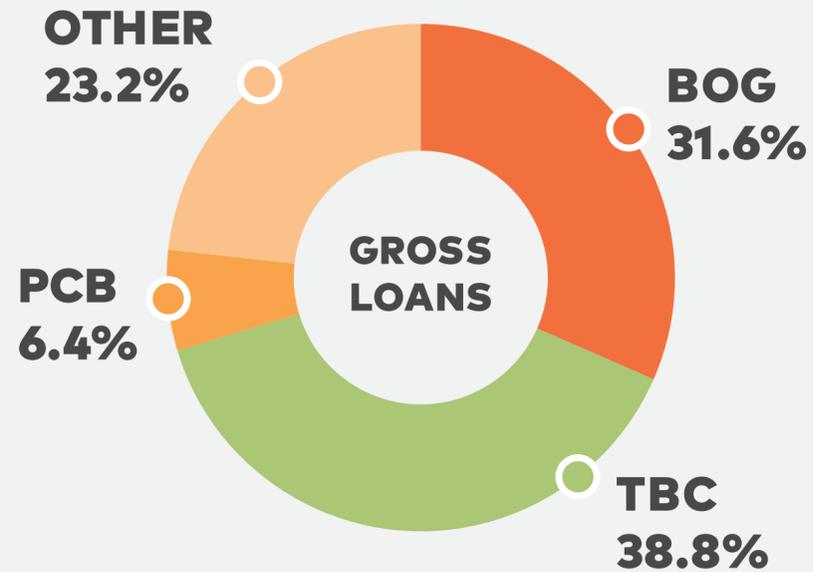
Corporate and Investment Banking

Speaker:

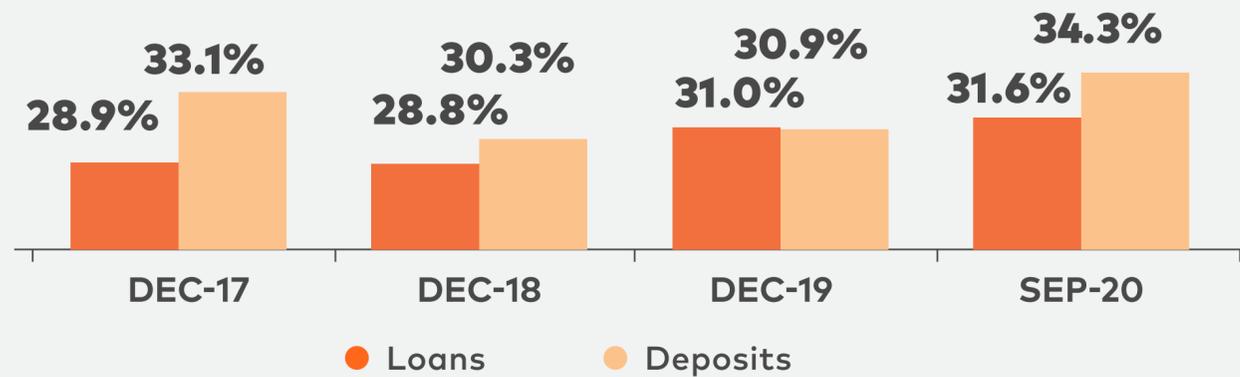
Zurab Kokosadze

Head of Corporate Banking

SEP-20 MARKET SHARES*



MARKET SHARES*



KEY METRICS

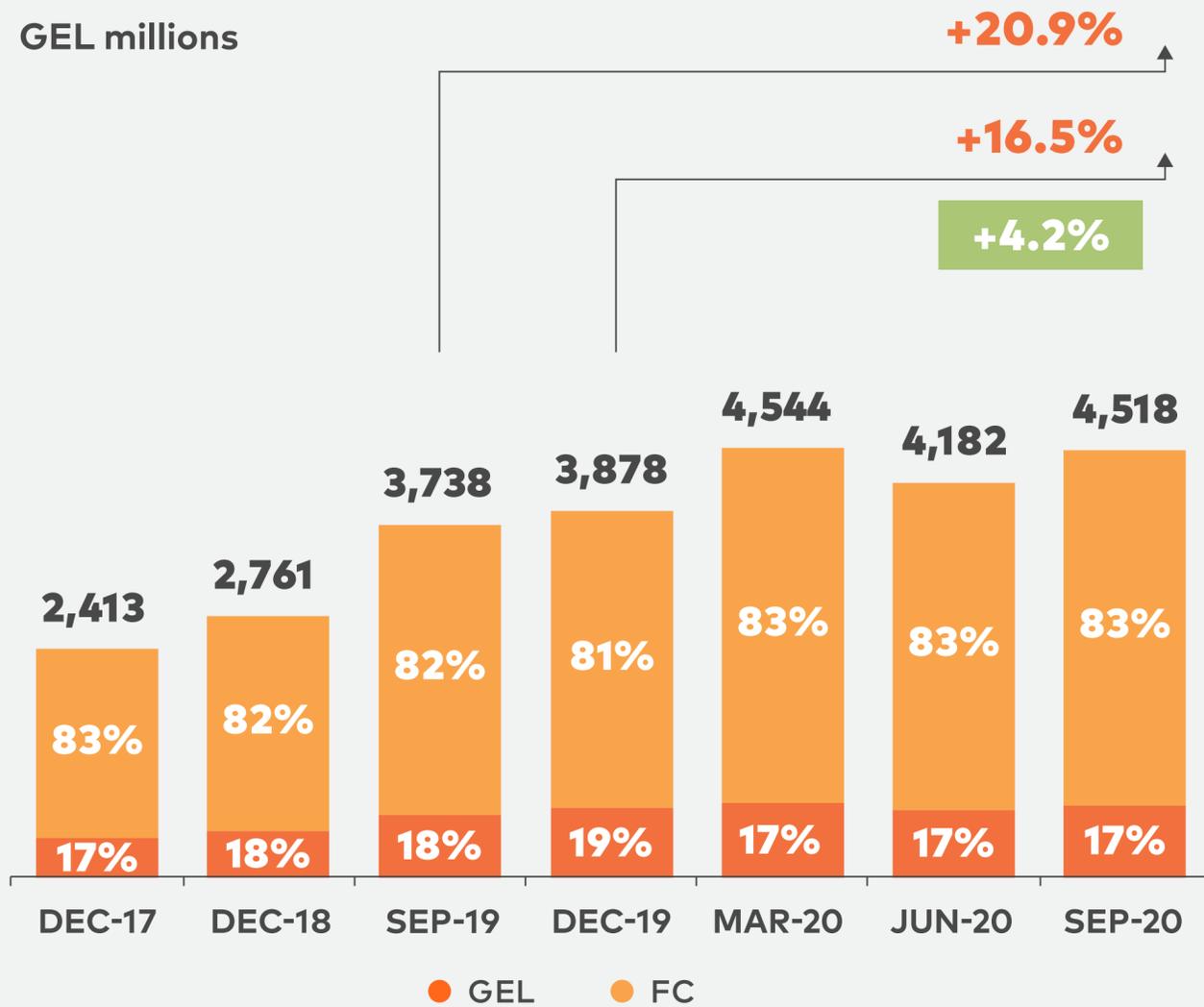
	ROAE(**)	Cost of credit risk	Cost to income
3Q20	30.7%	-1.1%	23.0%
9M20	17.1%	1.7%	21.8%
	2,700+ Corporate customers	1,500+ Corporate borrowers	200+ Employees

* Market share in loans and deposits of legal entities. Source: NBS

** Normalised ROAE was 22.2% and 22.3% in 3Q20 and 9M20, respectively (normalised for cost of credit risk, one-off modification losses incurred on loan restructurings and COVID-19 related other one-off costs)

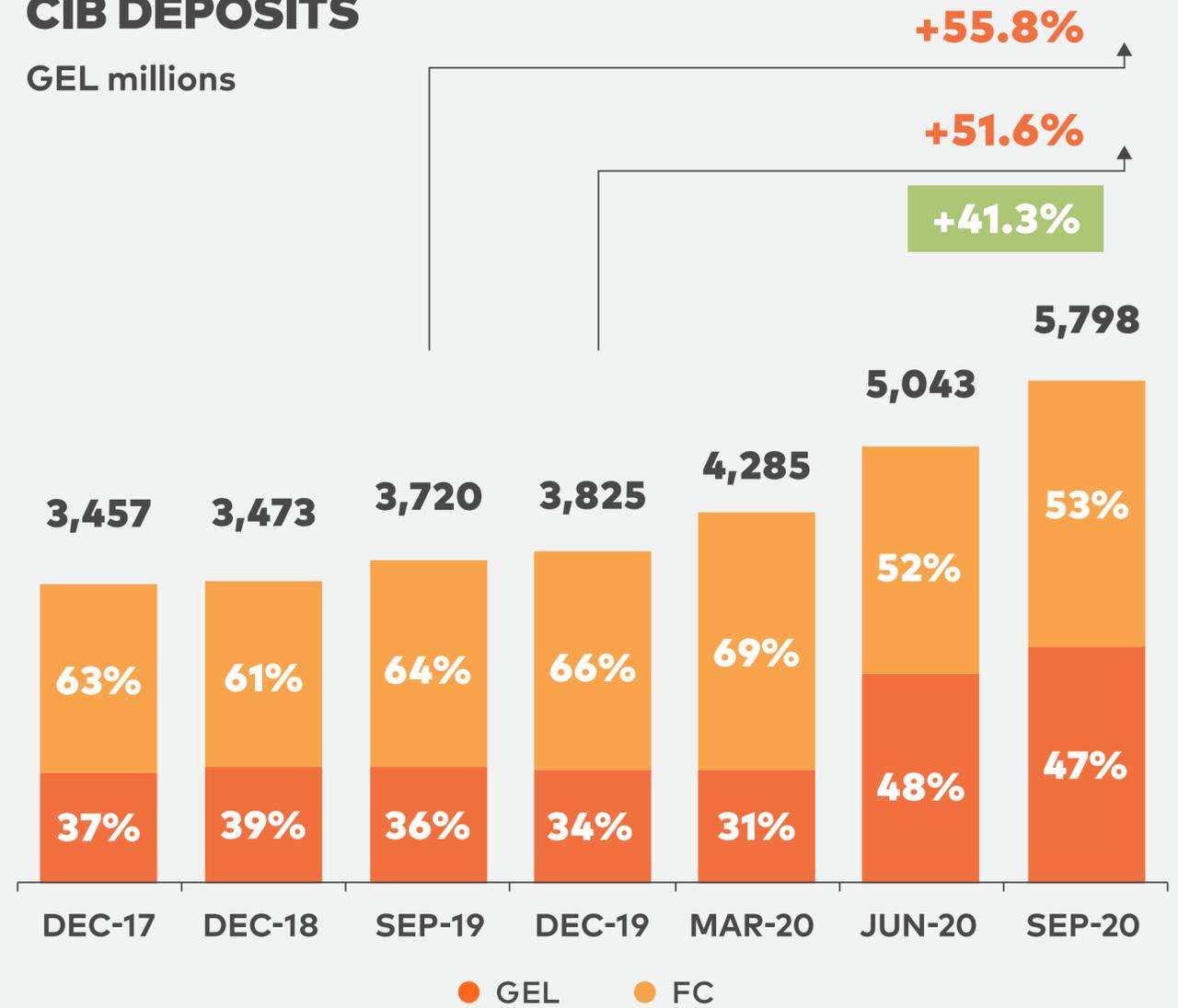
CIB GROSS LOANS

GEL millions



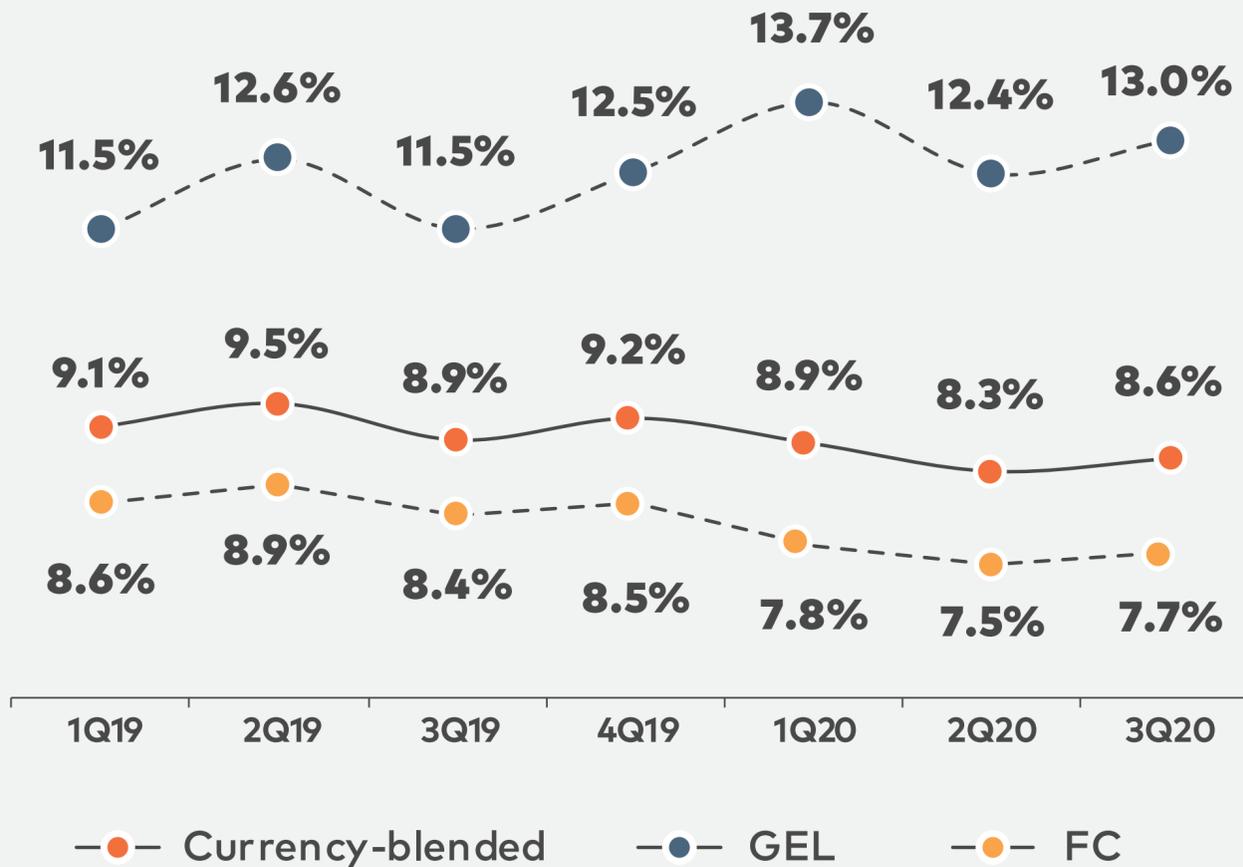
CIB DEPOSITS

GEL millions

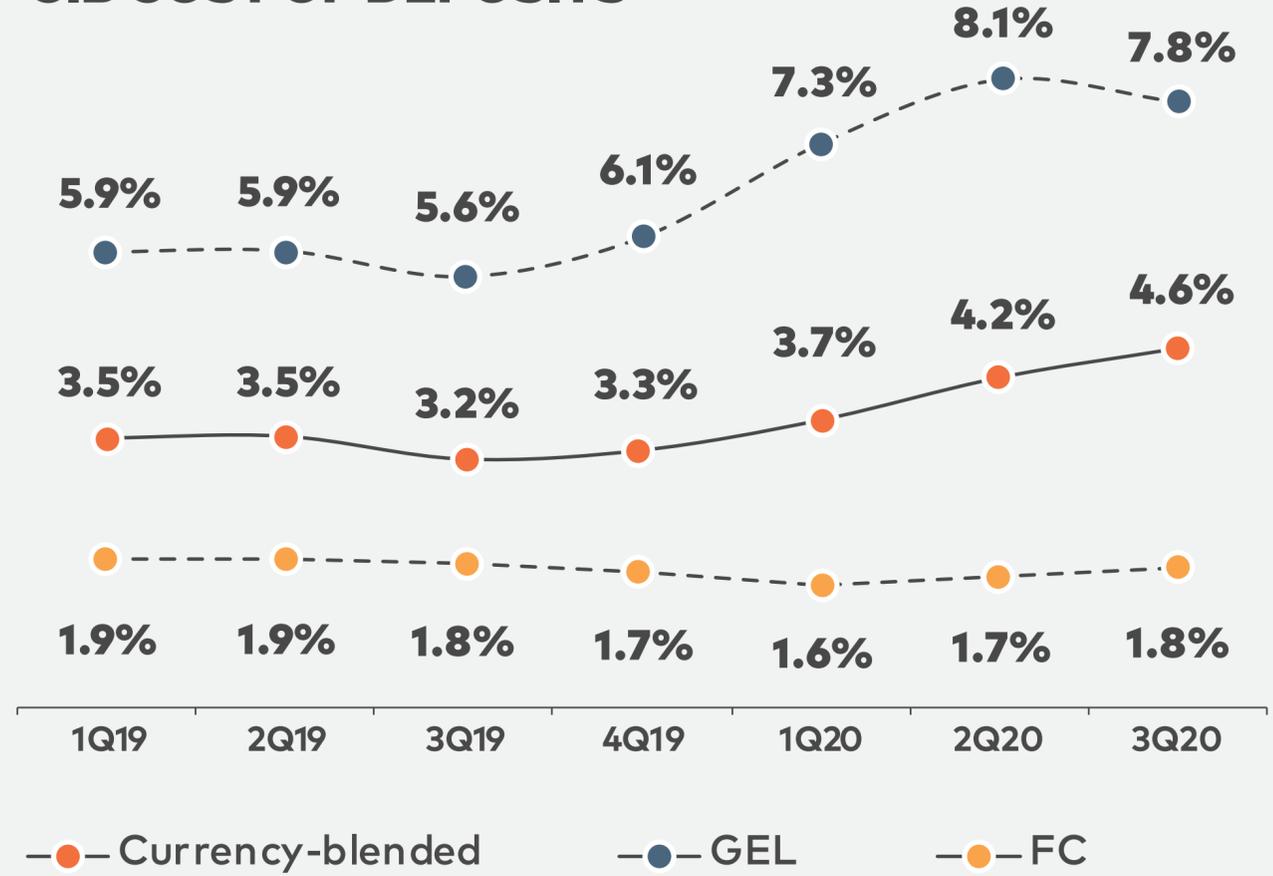


■ Growth on a constant currency basis

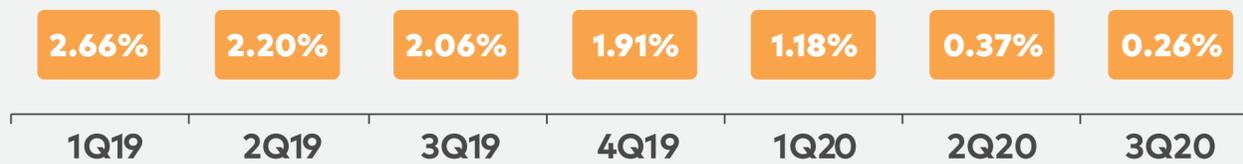
CIB LOAN YIELD



CIB COST OF DEPOSITS



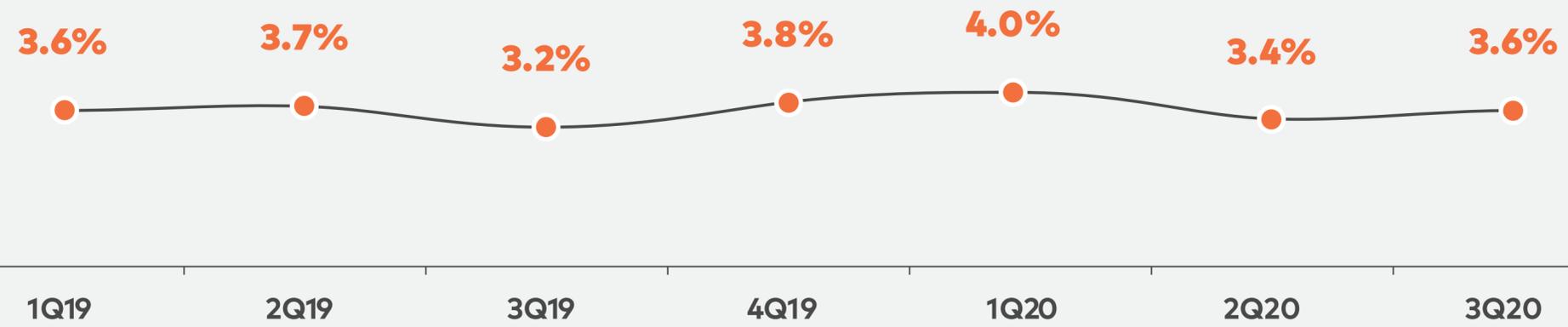
LIBOR 6 MONTHS



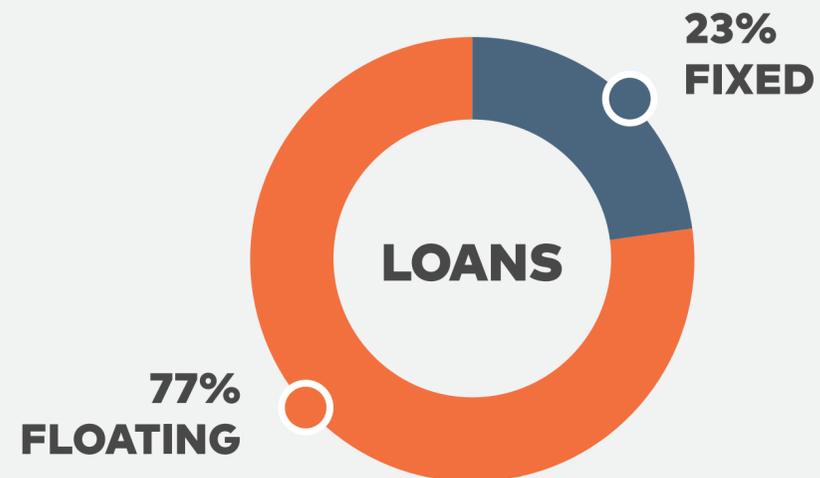
NBG POLICY RATE



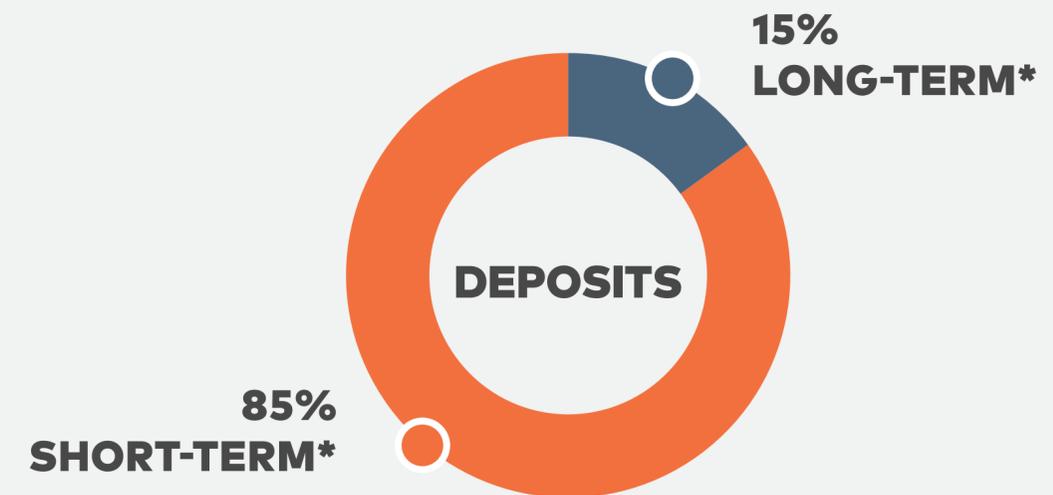
CIB NIM



BREAKDOWN BY INTEREST RATE TYPE SEP-20

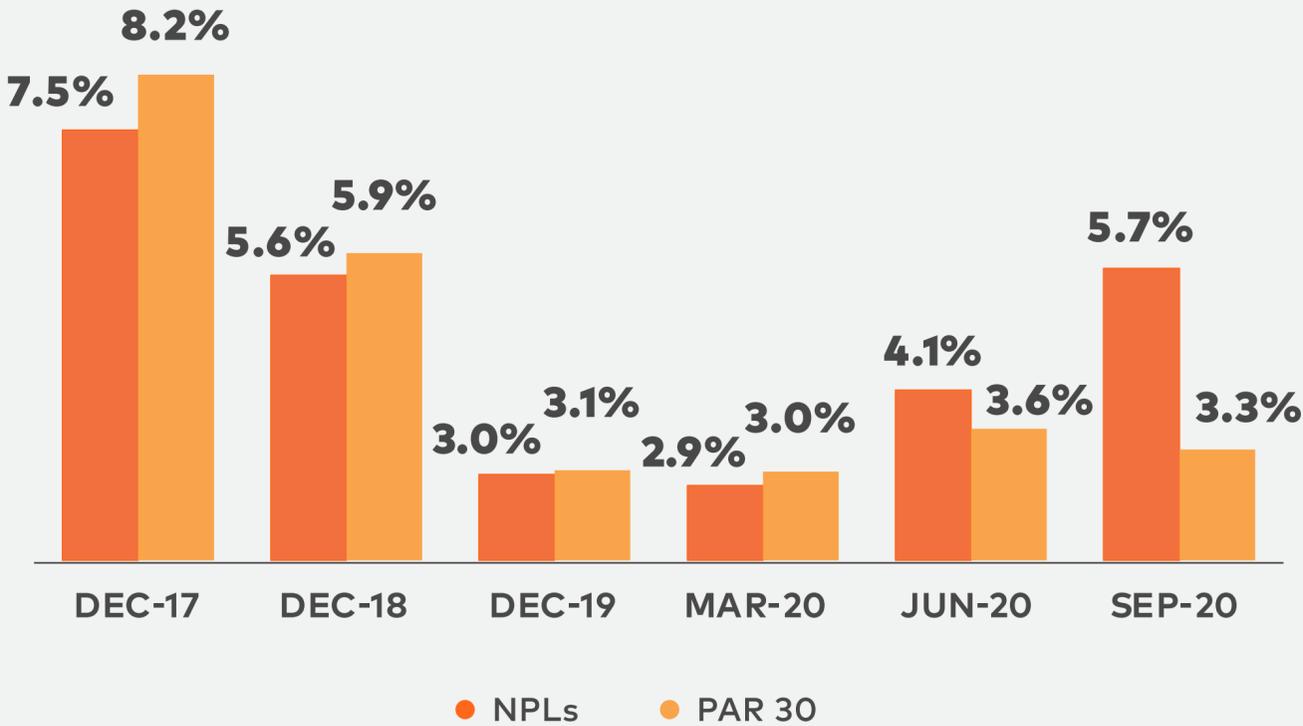


BREAKDOWN BY MATURITY SEP-20



* Short-term deposits comprises current accounts and demand deposits and time deposits with less than one year maturity. Long-term deposits comprises time deposits with maturity of more than one year

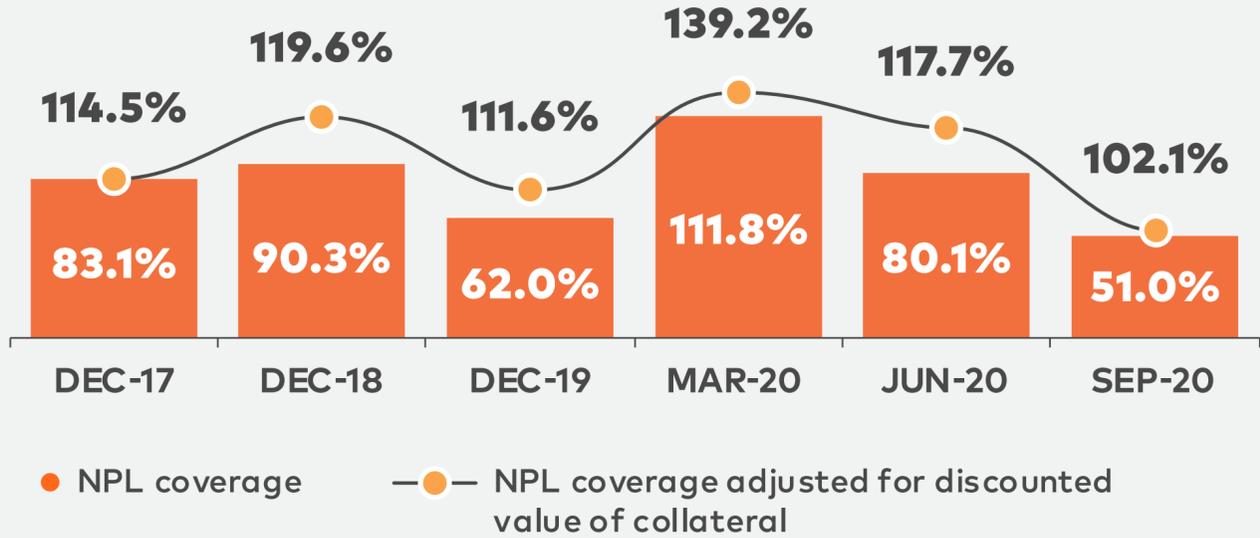
NPL AND PAR 30



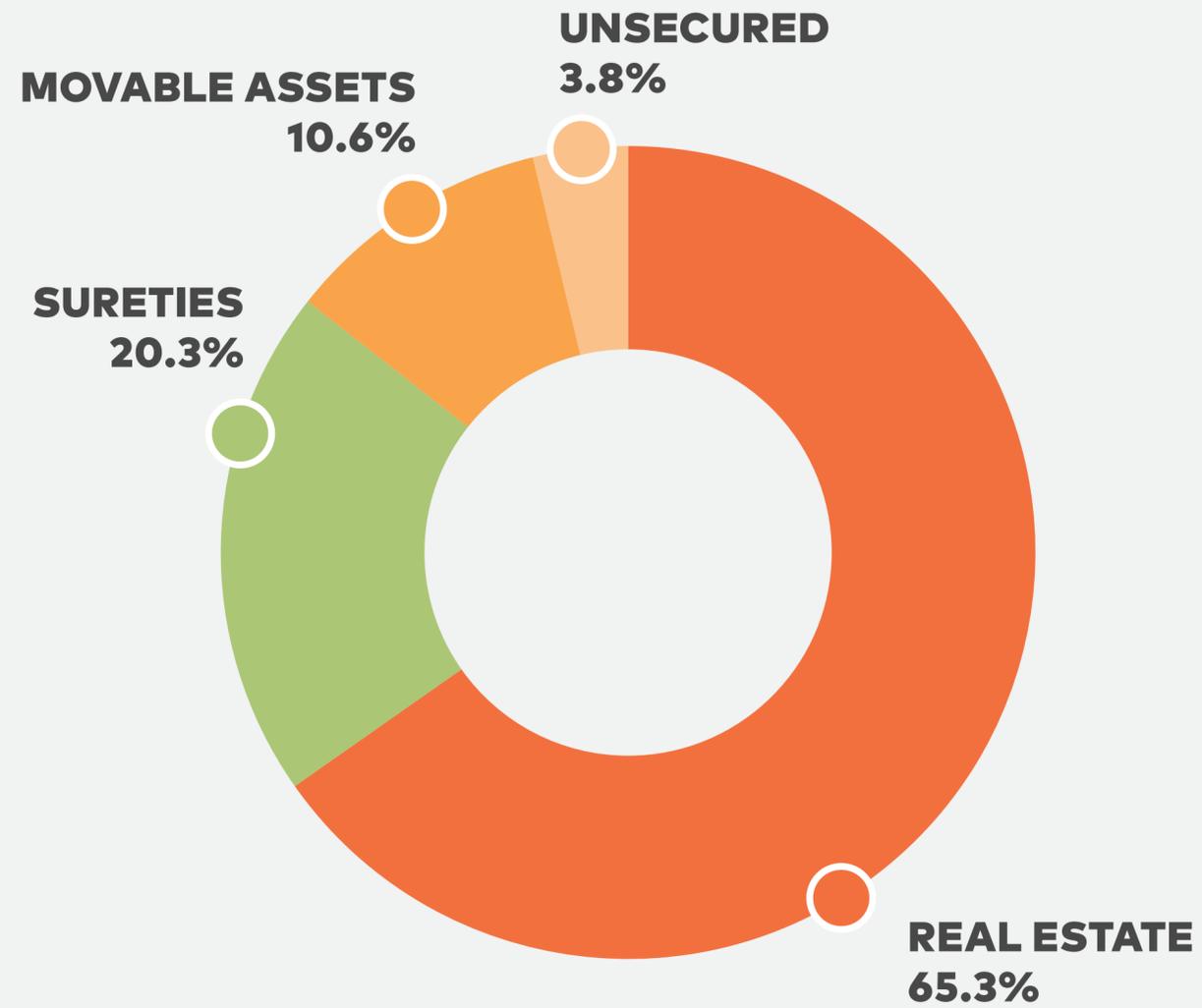
WRITE-OFFS (GEL MILLIONS)



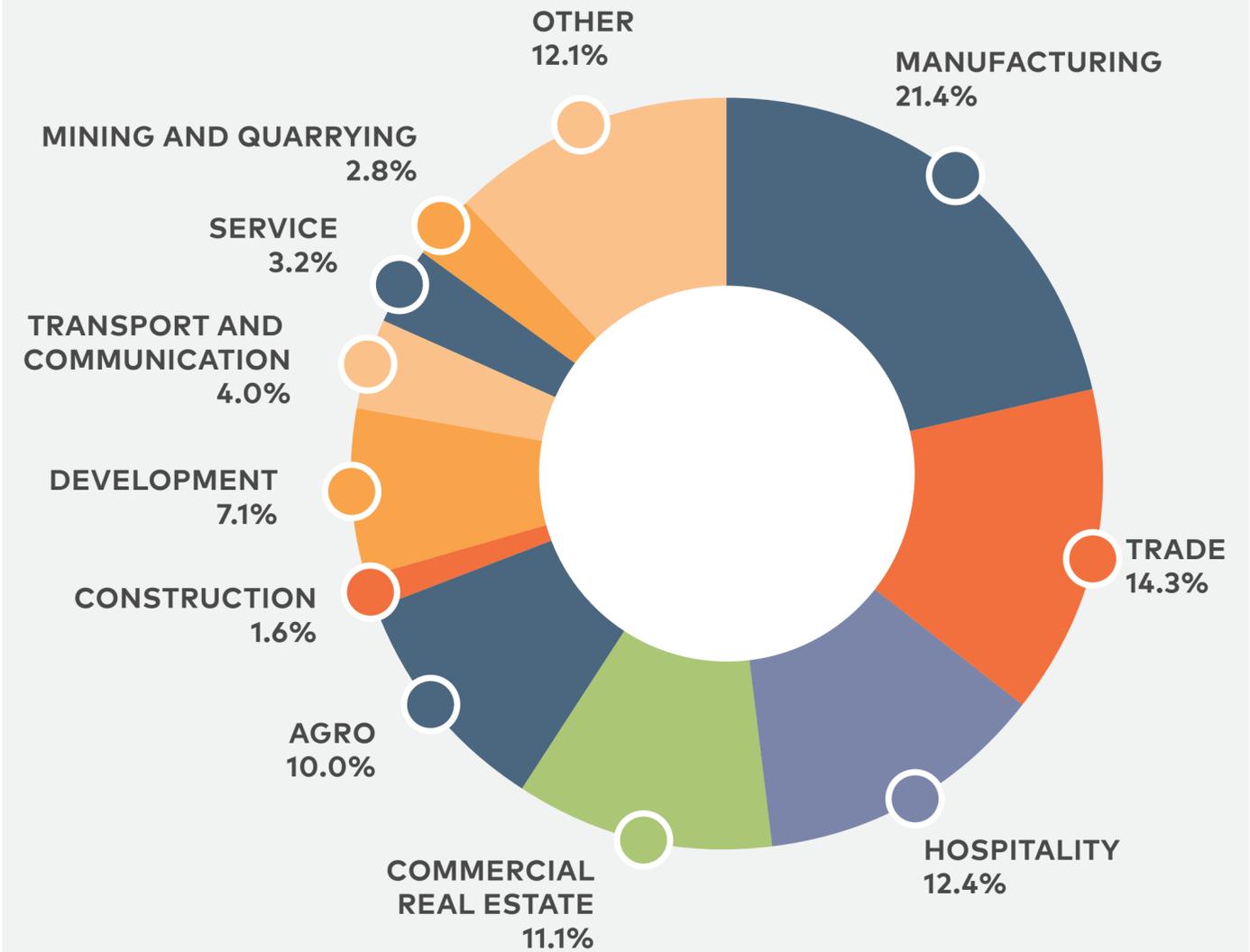
NPL COVERAGE



PORTFOLIO COLLATERALISATION SEP-20

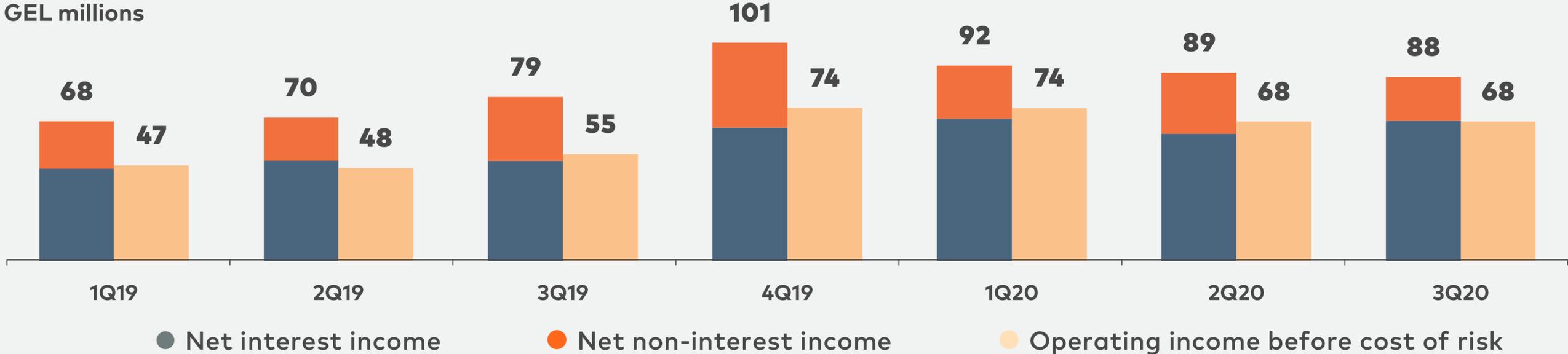


CIB LOAN BOOK COMPOSITION SEP-20



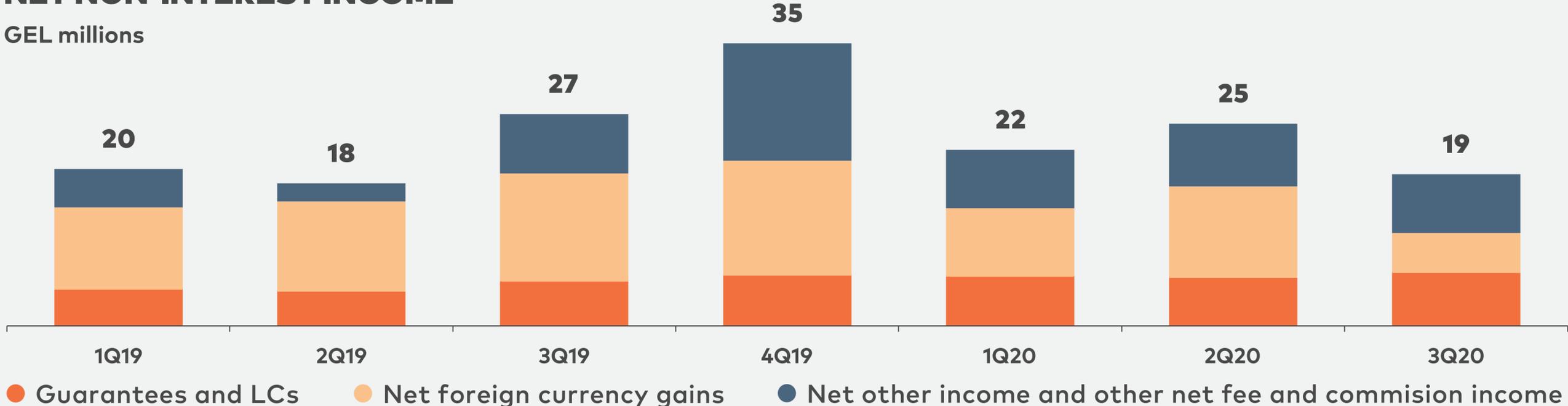
OPERATING INCOME

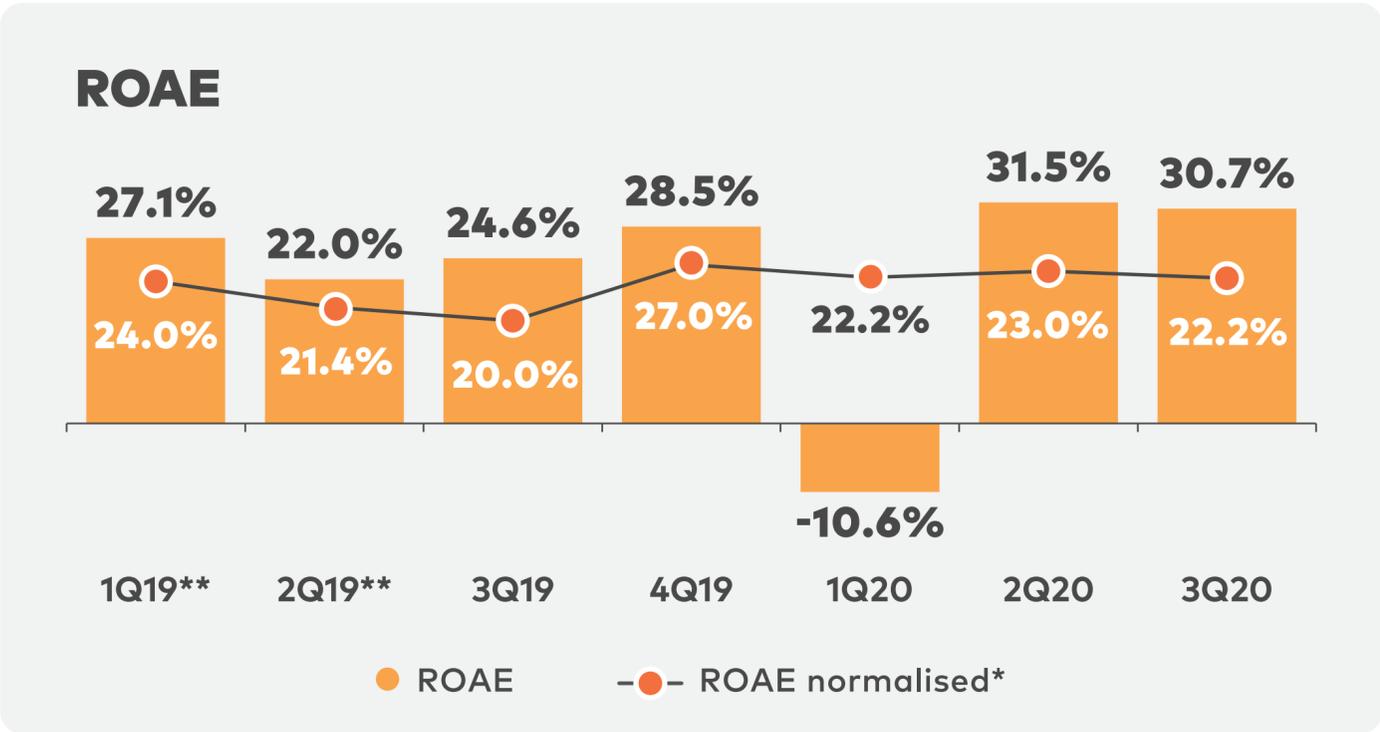
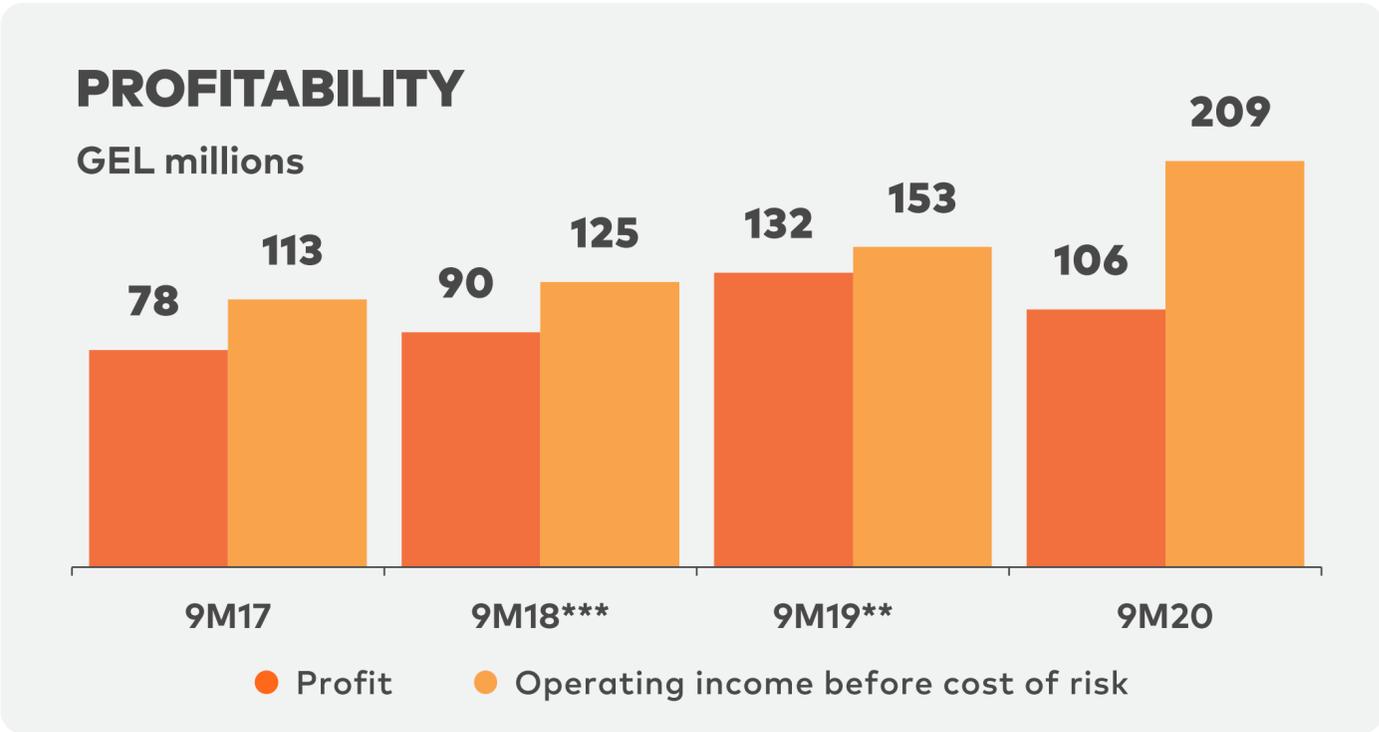
GEL millions



NET NON-INTEREST INCOME

GEL millions





* Normalised for 0.8% cost of credit risk for all periods presented. In addition, 1Q20 and 2Q20 ROAE are adjusted for one-off losses incurred in relation to loan restructurings and other COVID-19 related one-off costs
 ** Adjusted for one-off employee costs related to former CEO and executive management termination benefits
 *** 9M18 profit excludes demerger related expenses and one-off impact of re-measurement of deferred tax balances

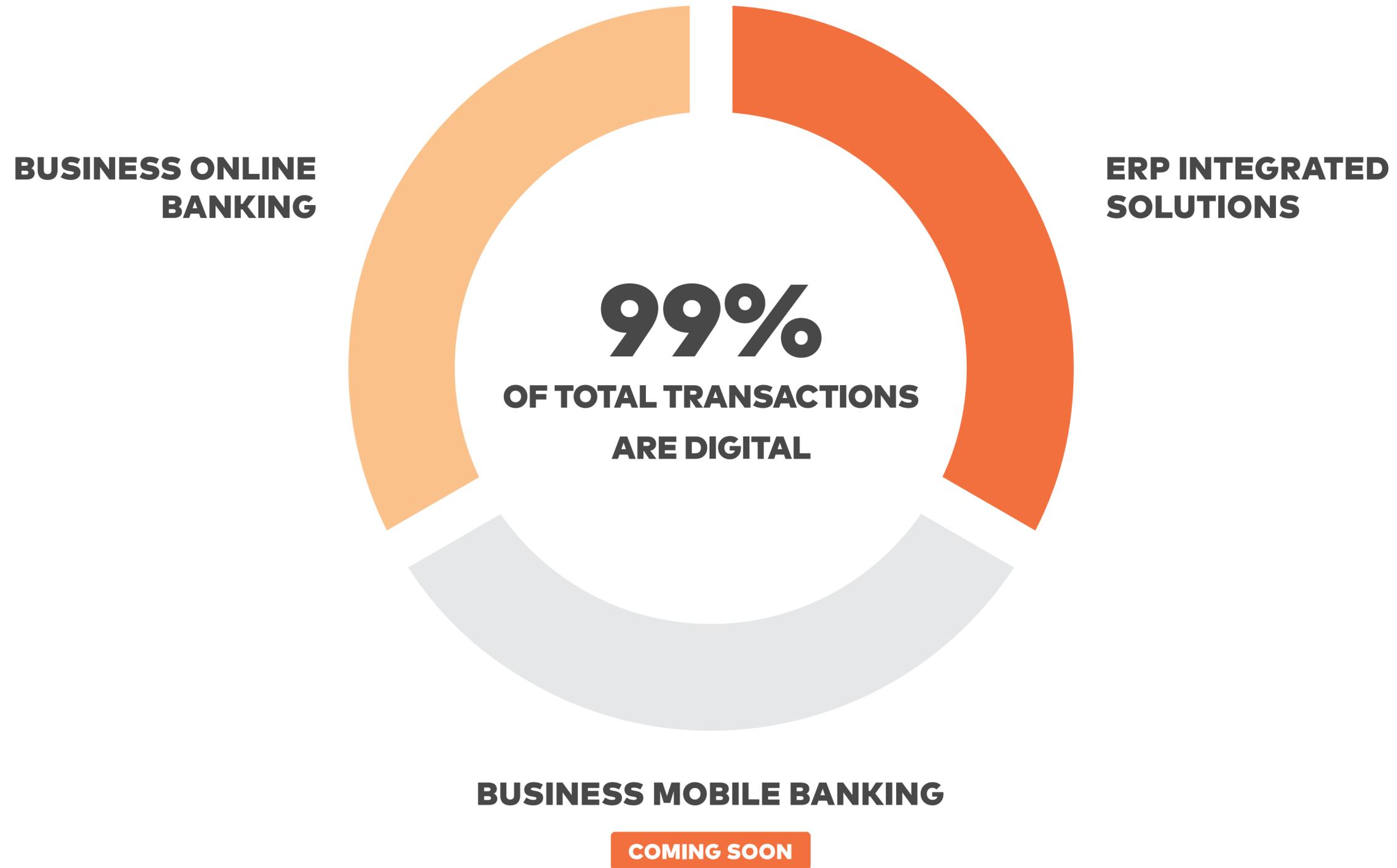
UNIVERSAL BANK OF CHOICE

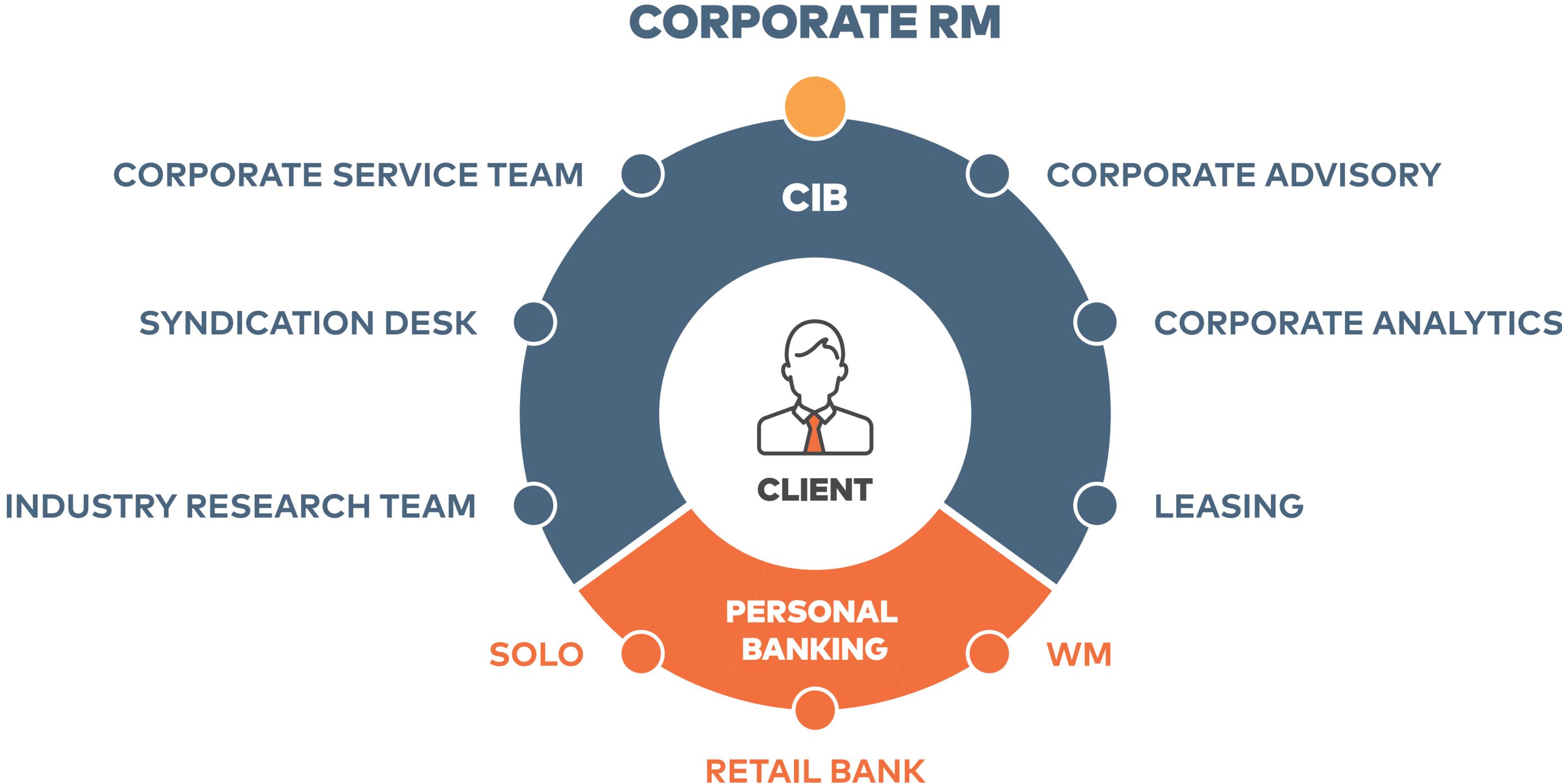
 **SOUND CREDIT QUALITY**

 **OPERATING EXCELLENCE**

 **ATTRACTION OF GREAT TALENT**

 **ADVISORY MINDSET**







STARTED IN 2018
SIX-MONTH INTERNSHIP PROGRAMME
PROMOTION RATE - 68%
RETENTION RATE - 86%



**INDUSTRY-SPECIFIC KNOWLEDGE DEVELOPMENT
IN-DEPTH TRAINING PROGRAMMES
DEFINED PROMOTION SCHEMES**



85% INTERNALLY PROMOTED MANAGERS
INDUSTRY-SPECIFIC EXPERTISE
ADVISORY CULTURE



STRONG FRANCHISE



SOLID PROFITABILITY



OPERATING EXCELLENCE



**ROAE
20%+**

This presentation contains forward-looking statements, including, but not limited to, statements concerning expectations, projections, objectives, targets, goals, strategies, future events, future revenues or performance, capital expenditures, financing needs, plans or intentions relating to acquisitions, competitive strengths and weaknesses, plans or goals relating to financial position and future operations and development. Although Bank of Georgia Group PLC believes that the expectations and opinions reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations and opinions will prove to have been correct. By their nature, these forward-looking statements are subject to a number of known and unknown risks, uncertainties and contingencies, and actual results and events could differ materially from those currently being anticipated as reflected in such statements. Important factors that could cause actual results to differ materially from those expressed or implied in forward-looking statements, certain of which are beyond our control, include, among other things: macroeconomic risk, including currency fluctuations and depreciation of the Georgian Lari; regional instability; loan portfolio quality; regulatory risk; liquidity and funding risk; capital risk; operational risk, cyber security, information systems and financial crime risk; COVID-19 pandemic impact risk; climate change risk; and other key factors that indicated could adversely affect our business and financial performance, which are contained elsewhere in this document and in our past and future filings and reports of the Group, including the 'Principal risks and uncertainties' included in Bank of Georgia Group PLC's Annual Report and Accounts 2019 and in 2Q20 and 1H20 results announcement. No part of this presentation constitutes, or shall be taken to constitute, an invitation or inducement to invest in Bank of Georgia Group PLC or any other entity within the Group, and must not be relied upon in any way in connection with any investment decision. Bank of Georgia Group PLC and other entities within the Group undertake no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise, except to the extent legally required. Nothing in this presentation should be construed as a profit forecast.



THANK YOU