LION FINANCE GROUP

LION FINANCE GROUP PLC

4Q24 and FY24 Preliminary Results

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Contents

4Q24 and FY24 preliminary unaudited results

Lion Finance Group PLC announces the Group's preliminary unaudited consolidated financial results for the fourth quarter and the full year 2024. Unless otherwise noted, numbers in this announcement are given for 4Q24 and FY24, the year-on-year comparisons are with figures of 4Q23 and FY23 that are adjusted for one-off items and the q-o-q comparisons are with 3Q24 figures.

The information in this Announcement in respect of the full year 2024 preliminary unaudited results, which was approved by the Board of Directors on 24 February 2025, does not constitute statutory accounts within the meaning of Section 434 of the UK Companies Act 2006. The statutory accounts for the year ended 31 December 2023 have been filed with the Registrar of Companies, and the audit reports were unqualified and contained no statements in respect of Sections 498 (2) or (3) of the UK Companies Act 2006. The audited consolidated financial statements for the year ended 31 December 2024 will be included in the Annual Report and Accounts expected to be published in April 2025, which will be filed with the Registrar of Companies following Lion Finance Group PLC's Annual General Meeting.

The results are based on UK adopted international accounting standards, are unaudited and derived from management accounts.

Earnings call on 25 February 2025, 14:00 GMT

https://bankofgeorgia.zoom.us/j/98823247870

Webinar ID: 988 2324 7870
Passcode: 230839

Segmentation guide

Following the acquisition of Ameriabank at the end of March 2024, the Group's results are presented by the following Business Divisions: 1) Georgian Financial Services (**GFS**), 2) Armenian Financial Services (**AFS**), and 3) **Other Businesses**.

- **GFS** mainly comprises JSC Bank of Georgia and the investment bank JSC Galt and Taggart
- **AFS** includes Ameriabank CJSC
- **Other Businesses** includes JSC Belarusky Narodny Bank (BNB), which serves retail and SME clients in Belarus; JSC Digital Area, a digital ecosystem in Georgia including e-commerce, ticketing, and inventory management SaaS; Lion Finance Group PLC, the holding company; and other small entities and intragroup eliminations.

Lion Finance Group PLC delivers 4Q24 adjusted unaudited consolidated profit of GEL 504.7m and FY24 adjusted unaudited consolidated profit of GEL 1,813.0m

The Group posted adjusted ROAE of 29.6% in 4Q24 and 30.0% for the full year of 2024.

- The Group's loan book increased by 65.9% y-o-y as at 31 December 2024 to GEL 33,558.9m, driven by strong growth of both Georgian and Armenian businesses, as well as the Ameriabank consolidation effect.
- As at 31 December 2024, Bank of Georgia's Digital MAU among retail customers amounted to 1.6 million individuals (up 17.5% y-o-y), while Ameriabank's – 232 thousand individuals (up 54.4% y-o-y). Upside in Armenia remains a top priority.
- The Board intends to recommend a final dividend of GEL 5.62 per share for 2024 at the 2025 Annual General Meeting, bringing the total dividend for 2024 to GEL 9.00 per share – an increase of 12.5% compared with 2023. In addition, the Board has approved a further GEL 107.7m share buyback and cancellation programme.

CEO statement

We have recently changed the Company name from Bank of Georgia Group PLC to Lion Finance Group PLC to better reflect the Group's broader geographical presence, following the acquisition of Armenia's largest bank, Ameriabank, in 2024. While the Company has adopted a new name, its principal operating entities – Bank of Georgia in Georgia and Ameriabank in Armenia – continue to serve customers under their well-recognised top-of-mind banking brands in their respective markets.

Political developments in Georgia have been top-of-mind recently, but the economy has continued to be robust throughout the uncertainties, and Bank of Georgia continues to operate as usual. Our baseline expectation for real GDP growth remains c.5% for 2025, on top of the 9.5% economic growth achieved in 2024.

In this environment, Bank of Georgia maintained higher-than-usual liquidity levels, reinforcing resilience while resulting in associated costs, which slightly drove down the net interest margin in the fourth quarter, while the core lending margin remained stable. That said, Georgian Financial Services delivered a strong full-year performance. The loan book grew by 19.3% y-o-y in constant currency, underpinned by sustained demand across segments. Operating income growth was solid at 11.5% y-o-y for the full year. Asset quality remained robust, with cost of credit risk for the full year at 0.4%. This translated into a record profit of GEL 1.6bn (up 14.9% y-o-y), with ROAE standing at 33.5%. Bank of Georgia further strengthened its customer franchise, achieving a 17.5% y-o-y growth in retail Digital MAU and record-high Net Promoter Scores in 2024.

While the Georgian business had a strong performance, our Armenian business, now accounting for 25.6% of total assets, did even better in terms of customer franchise growth since the consolidation date. The team in Armenia remains focused on expanding its product offerings and accelerating digital transformation, with enhancements in digital channels driving higher digital engagement and a remarkable retail Digital MAU y-o-y growth of 54.4% and q-o-q growth of 23.5%. On a standalone basis, loans were up 31.6% y-o-y and deposits up 22.3% y-o-y in constant currency as at 31 December 2024. Ameriabank's standalone FY24 profit, which is not consolidated into Group results, was GEL 416.1m – this better reflects the full-year performance and scale of the Armenian business.

We remain optimistic about the Armenian growth story. The recent signing of the Charter on Strategic Partnership between Armenia and the US, ongoing EU visa liberalisation talks, and the Armenian government's approval of a bill to initiate its EU accession bid all reinforce the country's positive outlook. Armenia's real GDP grew by 5.9% in 2024, and with ongoing structural reforms expected to further enhance the resilience and capacity of the Armenian economy, the IMF projects real GDP growth of 4.9% in 2025.

Overall, the Group achieved a record consolidated profit (adjusted for one-off items) of GEL 1.8 billion for the full year 2024, with an adjusted ROAE of 30.0%. In light of the Group's strong performance, the Board intends to recommend a final dividend of GEL 5.62 per share for 2024 at the 2025 Annual General Meeting, bringing the total dividend for 2024 to GEL 9.00 per share – an increase of 12.5% versus 2023. Additionally, the Board has approved a further share buyback and cancellation programme of GEL 107.7 million. This brings the overall dividend and share buyback payout ratio for 2024 to 31%, calculated on adjusted EPS, in line with our capital distribution policy.

2024 was an outstanding year for the Group. Key achievements included the landmark acquisition of Ameriabank, the successful issuance of a US$ 300,000,000 Additional Tier 1 perpetual bond by Bank of Georgia, and Bank of Georgia being named the World's Best Digital Bank 2024 by *Global Finance*. Moving into 2025, we remain focused on driving strong customer franchise growth and high profitability across our main markets.

Archil Gachechiladze
CEO, Lion Finance Group PLC
24 February 2025

Macroeconomic developments: Georgia

Strong economic growth

Economic activity remained strong in 4Q24 with real GDP increasing by 8.4% y-o-y, contributing to a full year expansion of 9.5% y-o-y. Economic growth remained broad-based, with major contributions from the trade, transport, IT and other service sectors. Galt & Taggart forecasts a 5% real GDP growth in 2025, albeit with higher-than-usual uncertainty around the base case. Geopolitical instability in the wider region and domestic political tensions pose downside risks. However, a swift resolution of the political uncertainties could lead to better-than-expected economic outcomes.

Resilient external sector

External merchandise trade maintained strong performance in 4Q24, driven by consistently high levels of re-exports and increased commodity prices. During the same period, imports of goods accelerated amid strong consumption spending. Overall, exports and imports increased by 7.8% and 8.5% y-o-y, respectively, in 2024. Tourism revenues continued to grow steadily, delivering a 7.3% y-o-y increase in 2024, with annual tourist visits surpassing the pre-pandemic level for the first time. Proceeds from other service exports, particularly from transport services, also remained strong. Money transfers declined by 18.9% y-o-y in 2024 as migrant-related one-off inflows from Russia during 2023 were eliminated, and were partially substituted by steadily increasing transfers from the EU, US and Israel. Taken together, external sector inflows are expected to remain resilient, supported by diverse income sources and geographical regions.

Low inflation and prudent monetary policy

Inflation remained low in 4Q24, supported by subdued domestic price pressures and declining fuel prices in international markets. Headline CPI inflation was 1.9% y-o-y in December 2024, below the National Bank of Georgia's (NBG) 3% target. In 2025, inflation is expected to pick up slightly due to last year's low base and increased exchange rate volatility, but it is projected to return to the target level by the end of the year. The NBG has kept its policy rate at 8.0% since May 2024, as inflationary risks remain.

Strong fiscal discipline

In 2024, Georgia's strong budget performance persisted, with tax revenues rising 18.0% y-o-y, driven by robust economic growth and the previous year's amendments to the corporate income tax code. The Government remains committed to fiscal consolidation, with the fiscal deficit planned at 2.5% of GDP in 2025, matching the 2024 level. The government-debt-to-GDP ratio is set to decline further to 35.9% in 2025, providing more fiscal space to respond to potential future shocks.

Healthy bank lending

Bank lending remained robust during 2024, driven by business lending and increasing by 17.0% y-o-y on a constant currency basis, following a 17.1% y-o-y growth in the previous year. Loan dollarisation declined further by 1.9 ppts y-o-y to 43.3% at the end of December 2024. However, deposit dollarisation picked up by 2.0 ppts to 52.8% in the same period due to higher exchange rate volatility. The banking sector's credit portfolio remained healthy, with the non-performing loans ratio, according to the IMF, at 1.5% at the end of December 2024.

Easing pressures on GEL

The GEL faced depreciation pressures in October 2024 amid pre-election dynamics, with fluctuations continuing in the following months. To support market stability, the NBG sold a net US$ 438m in 4Q24. Consequently, the Georgian currency depreciated by only 4.4% against the US dollar over the course of 2024. Although some volatility persisted in early 2025, the GEL exchange rate remained close to its beginning-of-year level as at 20 February 2025. Importantly, resilient external sector inflows and prudent macroeconomic policies are in place to support the value of the GEL in the medium term.

More information on the Georgian economy and financial sector can be found at Galt & Taggart.

Macroeconomic developments: Armenia

Robust economic growth

Economic growth continued to moderate in 4Q24 as one-off factors, including migrant inflows and the re-export of precious metals, abated. Meanwhile, a supportive fiscal stance and easing monetary policy continued to support the economy. Real GDP increased by 3.7% y-o-y in 4Q24, following a 6.1% rise in the previous quarter. For the full year 2024, real GDP grew by 5.9%, following the 8.3% expansion recorded in 2023. The IMF projects real GDP growth of 4.9% for 2025. Macroeconomic policies remain prudent, underpinning the resilience of the Armenian economy.

Resilient external sector and strong Dram

External trade turnover fell in 4Q24 due to the effects related to a transitory surge in re-exports of precious metals and stones in the previous quarters. As a result, export of goods decreased by 27.1% y-o-y, while imports declined by 13.0% y-o-y in 4Q24. For the full year of 2024, exports and imports rose by 53.1% and 33.8%, respectively. Continued overall strength of external sector inflows and positive growth outlook contributed to the strengthening of the Armenian Dram by 2.0% versus the US dollar during 2024. In January 2025, the value of the Armenian currency versus the US dollar remained broadly stable.

Low inflation and easing monetary policy

In 2024, inflation remained low, supported by a strong Dram, declining food and commodity prices. Headline CPI inflation was 1.5% y-o-y in December 2024, below the Central Bank of Armenia's (CBA) 4% target (the target was revised to 3% since January 2025). Amid subdued price pressures, the CBA continued its gradual monetary easing, cutting the refinancing rate by a cumulative 2.25 ppts to 7.0% in 2024, following a reduction of 1.5 ppts in 2023.

Continued fiscal expansion

In 2024, fiscal policy was expansionary to accommodate spending on refugees from Nagorno-Karabakh, along with an ambitious pipeline of public infrastructure projects. In 2025, the fiscal deficit is expected to widen further to 5.5% of GDP (vs. 4.8% in 2024) leading to an additional rise in public debt to 55.6% of GDP (vs. 52.3% in 2024). Although the current fiscal expansion is positive for growth, it may be accompanied by risks, which are mitigated by demonstrated fiscal discipline and ongoing IMF stand-by arrangements.

Sound banking sector

The banking sector in Armenia remains highly profitable, with strong capital and liquidity positions. Estimated bank lending growth in 2024 was 25.0% y-o-y on a constant currency basis, following a 21.2% y-o-y growth in the previous year. Lending growth was predominantly driven by local currency loans, leading to a further reduction in loan dollarisation (down 3 ppts y-o-y to 32.7% at the end of December 2024).

Delivering on our strategic priorities

The main bank

Being the main bank in customers' daily lives by leveraging the digital and payments ecosystems across our core markets.

Bank of Georgia (BOG)

In October 2024, **JSC Bank of Georgia was recognised as the World's Best Digital Bank 2024** by Global Finance.

Monthly active customers (Retail)	Digital MAU (Retail)	Payment MAU (Retail)	Share of products sold through retail digital channels (Retail)	Monthly active customers (Legal entities)	Digital MAU (Legal entities)
2.0 million	**1.6 million**	**1.5 million**	**62% (4Q24)**	**116K**	**94K**
+10.7% y-o-y	+17.5% y-o-y	+16.2% y-o-y	-8 ppts y-o-y	+18.9% y-o-y	+26.2% y-o-y

The share of products sold through retail digital channels stood at 62% in 4Q24, (down 8 ppts y-o-y and up 4 ppts q-o-q). The y-o-y decrease was driven by the gamification campaign conducted in 4Q23, which significantly boosted digital sales last year.

Bank of Georgia continued to develop its payments acquiring business. The volume of payment transactions in BOG's in-store/online POS terminals was up 26.3% y-o-y and 5.9% q-o-q in the fourth quarter of 2024, to GEL 5.6 bn. In FY24, the volume of payment transactions totalled GEL 19.6bn (up 31.2% y-o-y). BOG's payments acquiring market share stood at 57.1% in December 2024 (up 2.2 ppts y-o-y).

Ameriabank

Ameriabank had 357,000 monthly active retail customers as at December 2024 (up 22.4% y-o-y and up 14.5% q-o-q), of which Digital MAU was 232,000 (up 54.4% y-o-y and up 23.5% q-o-q)[1].

Excellent customer experience

Anticipating customer needs and wants, and providing relevant products and services.

Bank of Georgia's latest Net Promoter Score (NPS), measured by an external party in the third quarter of 2024, stood at 67 (59 at the end of 2023).

Ameriabank measures its NPS internally on a monthly basis. The average score for 2024 was 77 (79% in 2023).

Profitable growth

Growing the balance sheet profitably and focusing on areas with high growth potential.

- Georgian Financial Services' loan book grew 20.5% y-o-y and 4.9% q-o-q, amounting to GEL 23,539.3 million as at 31 December 2024. Growth on a constant currency basis was 19.3% y-o-y and 4.6% q-o-q.
- Armenian Financial Services' loan book grew 16.5% q-o-q (15.5% on a constant currency basis), amounting to GEL 9,265.0 million as at 31 December 2024.

Our key targets for the medium term are:

- c.15% annual growth of the Group's loan book (the target was revised up from c.10% following the acquisition of Ameriabank in March 2024)
- 20%+ return on average equity
- 30-50% annual capital distribution ratio (dividends and share buybacks)

[1] Year-on-year comparisons are given for informational purposes only as Ameriabank was not part of the Group as at 31 December 2023.

4Q24 and FY24 unaudited consolidated results

Given the first-time consolidation of Ameriabank's P&L in 2Q24, the y-o-y growth rates at the Group level have been significantly impacted by the consolidation. To see the underlying performance of our business in Georgia and Armenia, please see pages 10 to 12 and 13 to 15, respectively.

GEL thousands INCOME STATEMENT HIGHLIGHTS	4Q24 GROUP	4Q24 GFS	4Q24 AFS	4Q24 OTHER	4Q23 GROUP	4Q23 GFS	4Q23 AFS	4Q23 OTHER
Interest income	1,186,258	879,608	284,685	21,965	744,806	725,981	-	18,825
Interest expense	(522,602)	(408,847)	(104,643)	(9,112)	(317,145)	(313,330)	-	(3,815)
Net interest income	**663,656**	**470,761**	**180,042**	**12,853**	**427,661**	**412,651**	**-**	**15,010**
Net fee and commission income	169,098	126,923	39,781	2,394	114,066	113,455	-	611
Net foreign currency gain	176,350	107,776	50,712	17,862	97,251	86,946	-	10,305
Net other income	22,914	26,030	1,060	(4,176)	18,260	16,931	-	1,329
Operating income	**1,032,018**	**731,490**	**271,595**	**28,933**	**657,238**	**629,983**	**-**	**27,255**
Salaries and other employee benefits	(231,043)	(125,107)	(92,590)	(13,346)	(113,944)	(102,615)	-	(11,329)
Administrative expenses	(88,042)	(61,018)	(20,458)	(6,566)	(74,428)	(69,227)	-	(5,201)
Depreciation, amortisation and impairment	(47,299)	(31,799)	(12,988)	(2,512)	(35,131)	(32,836)	-	(2,295)
Other operating expenses	(4,227)	(1,636)	(2,150)	(441)	(1,702)	(1,514)	-	(188)
Operating expenses	**(370,611)**	**(219,560)**	**(128,186)**	**(22,865)**	**(225,205)**	**(206,192)**	**-**	**(19,013)**
Profit from associates	369	369	-	-	254	254	-	-
Operating income before cost of risk	**661,776**	**512,299**	**143,409**	**6,068**	**432,287**	**424,045**	**-**	**8,242**
Cost of risk	(49,142)	(47,615)	(3,533)	2,006	(27,810)	(24,077)	-	(3,733)
Profit before income tax expense	**612,634**	**464,684**	**139,876**	**8,074**	**404,477**	**399,968**	**-**	**4,509**
Income tax expense	(107,920)	(71,415)	(31,585)	(4,920)	(75,891)	(73,901)	-	(1,990)
Profit adjusted for one-off items	**504,714**	**393,269**	**108,291**	**3,154**	**328,586**	**326,067**	**-**	**2,519**
One-off items	2,708	-	2,708	-	1,524	1,524	-	-
Profit	**507,422**	**393,269**	**110,999**	**3,154**	**330,110**	**327,591**	**-**	**2,519**

GEL thousands INCOME STATEMENT HIGHLIGHTS	4Q24	4Q23	Change y-o-y	3Q24	Change q-o-q	FY24	FY23	Change y-o-y
Net interest income	663,656	427,661	55.2%	641,036	3.5%	2,360,847	1,615,446	46.1%
Net fee and commission income	169,098	114,066	48.2%	134,100	26.1%	561,662	434,482	29.3%
Net foreign currency gain	176,350	97,251	81.3%	153,023	15.2%	571,799	365,711	56.4%
Net other income	22,914	18,260	25.5%	9,501	141.2%	68,320	114,735	-40.5%
Operating income	**1,032,018**	**657,238**	**57.0%**	**937,660**	**10.1%**	**3,562,628**	**2,530,374**	**40.8%**
Operating expenses	(370,611)	(225,205)	64.6%	(326,434)	13.5%	(1,222,904)	(754,053)	62.2%
Profit from associates	369	254	45.3%	502	-26.5%	1,347	1,456	-7.5%
Operating income before cost of risk	**661,776**	**432,287**	**53.1%**	**611,728**	**8.2%**	**2,341,071**	**1,777,777**	**31.7%**
Cost of risk	(49,142)	(27,810)	76.7%	(5,216)	NMF	(165,253)	(144,064)	14.7%
Out of which initial ECL related to assets acquired in business combination	-	-	-	-	-	(49,157)	-	-
Profit before income tax expense and one-off items	**612,634**	**404,477**	**51.5%**	**606,512**	**1.0%**	**2,175,818**	**1,633,713**	**33.2%**
Income tax expense	(107,920)	(75,891)	42.2%	(97,259)	11.0%	(362,796)	(258,971)	40.1%
Profit adjusted for one-off items	**504,714**	**328,586**	**53.6%**	**509,253**	**-0.9%**	**1,813,022**	**1,374,742**	**31.9%**
One-off items[2]	2,708	1,524	77.7%	-	-	672,173	22,585	NMF
Profit	**507,422**	**330,110**	**53.7%**	**509,253**	**-0.4%**	**2,485,195**	**1,397,327**	**77.9%**
Basic earnings per share	**11.75**	**7.53**	**56.0%**	**11.71**	**0.3%**	**56.91**	**31.30**	**81.8%**
Basic earnings per share (adjusted for one-off items)	**11.69**	**7.49**	**56.1%**	**11.71**	**-0.2%**	**41.46**	**30.79**	**34.7%**
Diluted earnings per share	**11.51**	**7.31**	**57.5%**	**11.49**	**0.2%**	**55.75**	**30.43**	**83.2%**
Diluted earnings per share (adjusted for one-off items)	**11.44**	**7.27**	**57.4%**	**11.49**	**-0.4%**	**40.62**	**29.93**	**35.7%**

BALANCE SHEET HIGHLIGHTS	Dec-24	Dec-23	Change y-o-y	Sep-24	Change q-o-q
Liquid assets	16,484,035	9,984,238	65.1%	14,253,652	15.6%
Cash and cash equivalents	3,753,183	3,101,824	21.0%	3,413,286	10.0%
Amounts due from credit institutions	3,278,465	1,752,657	87.1%	2,560,821	28.0%
Investment securities	9,452,387	5,129,757	84.3%	8,279,545	14.2%
Loans to customers, finance lease and factoring receivables[3]	33,558,874	20,232,721	65.9%	31,058,958	8.0%
Property and equipment	550,097	436,955	25.9%	534,234	3.0%
All remaining assets	1,614,882	1,103,644	46.3%	1,518,584	6.3%
Total assets	**52,207,888**	**31,757,558**	**64.4%**	**47,365,428**	**10.2%**
Client deposits and notes	33,202,010	20,522,739	61.8%	31,872,416	4.2%
Amounts owed to credit institutions	8,680,233	5,156,009	68.4%	5,701,966	52.2%
Borrowings from DFIs	3,301,249	2,124,264	55.4%	1,899,130	73.8%
Short-term loans from the National Bank of Georgia	2,546,574	2,101,653	21.2%	1,166,526	118.3%
Short-term loans from the Central Bank of Armenia	153,588	-	-	164,993	-6.9%
Loans and deposits from commercial banks	2,678,822	930,092	188.0%	2,471,317	8.4%
Debt securities issued	2,255,016	421,359	NMF	2,220,896	1.5%
All remaining liabilities	1,055,402	637,615	65.5%	1,038,608	1.6%
Total liabilities	**45,192,661**	**26,737,722**	**69.0%**	**40,833,886**	**10.7%**
Total equity	**7,015,227**	**5,019,836**	**39.8%**	**6,531,542**	**7.4%**
Book value per share	**162.77**	**114.62**	**42.0%**	**150.46**	**8.2%**

[2] In 4Q24, GEL 2.7m was recorded as a one-off item, due to a reversal of the Ameriabank-acquisition-related fee. In FY24, GEL 672.2m was recorded as a one-off item comprising a one-off gain on bargain purchase and acquisition-related costs in AFS. Operating income before cost of risk and subsequent lines in the income statement as well as ROAA and ROAE were adjusted for these one-off items.
Due to the settlement of a legacy claim, the fair value revaluation of the receivable resulted in a one-off other income of GEL 21.1m posted in 2Q23 and GEL 1.5m posted in 4Q23 in GFS. Net other income was adjusted for this one-off. As a result, ROAA, ROAE and Cost:income ratio were adjusted for one-off other income in FY23. Comparisons given in text are with adjusted figures of the respective periods.

[3] Throughout this announcement, gross loans to customers and the related allowance for impairment are presented net of expected credit loss (ECL) on contractually accrued interest income. These do not have an effect on the net loans to customers' balance. Management believes that netted-off balances provide the best representation of the loan portfolio position.

KEY RATIOS	4Q24	4Q23	3Q24	FY24	FY23
ROAA (adjusted for one-off items)[4]	4.0%	4.2%	4.4%	4.3%	4.7%
ROAE (adjusted for one-off items)	29.6%	26.7%	32.1%	30.0%	29.9%
Net interest margin[4]	6.0%	6.3%	6.2%	6.3%	6.5%
Loan yield[4]	12.2%	12.4%	12.2%	12.4%	12.5%
Liquid assets yield[4]	4.8%	5.0%	5.1%	5.1%	4.7%
Cost of funds[4]	4.9%	4.9%	4.8%	5.0%	4.7%
Cost of client deposits and notes[4]	4.0%	4.2%	4.0%	4.1%	4.0%
Cost of amounts owed to credit Institutions[4]	7.8%	7.7%	7.7%	7.9%	8.0%
Cost of debt securities issued[4]	7.5%	9.3%	7.4%	8.2%	8.2%
Cost:income ratio (adjusted for one-off items)	35.9%	34.3%	34.8%	34.3%	29.8%
NPLs to gross loans	2.0%	2.3%	1.8%	2.0%	2.3%
NPL coverage ratio	63.0%	69.2%	71.4%	63.0%	69.2%
NPL coverage ratio adjusted for the discounted value of collateral	119.6%	117.6%	124.2%	119.6%	117.6%
Cost of credit risk ratio[4]	0.5%	0.4%	0.2%	0.5%	0.7%

Performance highlights

- The Group generated operating income of **GEL 1,032.0m** in 4Q24 (up 57.0% y-o-y and up 10.1% q-o-q). In FY24, operating income amounted to **GEL 3,562.6m** (up 40.8% y-o-y). A significant growth driver in the y-o-y perspective was the acquisition of Ameriabank. GFS operating income grew by 16.1% and 11.5% y-o-y in 4Q24 and FY24 respectively. See details in the Business Division discussion on pages 10 to 16.
- The Group's operating expenses amounted to **GEL 370.6m** in 4Q24 (up 64.6% y-o-y and up 13.5% q-o-q). The y-o-y growth was mainly driven by the consolidation of Ameriabank. In FY24, operating expenses amounted to **GEL 1,222.9m** (up 62.2% y-o-y), largely driven by the same reason. Compared with the prior quarter, growth was driven by both GFS and AFS, with significant increases in AFS driven by staff costs as well as higher marketing and consulting expenses.
- The Group posted a one-off item in 4Q24 – a reversal of Ameriabank-acquisition-related costs in the amount of **GEL 2.7m**. For FY24, one-off items included a gain on bargain purchase (the difference between the fair value of identifiable net assets of Ameriabank acquired and total purchase consideration) and acquisition-related costs, that together amounted to GEL 672.2m. Operating income before cost of risk and subsequent lines as well as ROAE and ROAA were adjusted for these one-offs.
- The Group's profit (adjusted for one-off items) was **GEL 504.7m** in 4Q24 (up 53.6% y-o-y and down 0.9% q-o-q). The Group's profit (adjusted for one-off items) was **GEL 1,813.0m** in FY24 (up 31.9% y-o-y). Return on average equity (adjusted for one-off items) was **29.6%** in 4Q24 (26.7% in 4Q23 and 32.1% in 3Q24). In FY24, return on average equity (adjusted for one-off items) was **30.0%** (29.9% in FY23).

Asset quality

- Loan portfolio quality has remained healthy. Cost of credit risk ratio was **0.5%** in 4Q24 (0.4% in 4Q23 and 0.2% in 3Q24), driven by robust performances in both the Georgian and Armenian operations. In FY24, cost of credit risk ratio was **0.5%** vs 0.7% in FY23.
- The NPLs to gross loans ratio stood at **2.0%** as at 31 December 2024 (down 30 bps y-o-y and up 20 bps q-o-q). The q-o-q increase was driven by the default of a single corporate borrower at Bank of Georgia, partly offset by improved NPLs in Ameriabank, as well as in RB and SME at GFS.

GEL thousands, unless otherwise noted	Dec-24	Dec-23	Change y-o-y	Sep-24	Change q-o-q
NON-PERFORMING LOANS					
Group (consolidated)					
NPLs (in GEL thousands)	666,859	467,656	42.6%	564,429	18.1%
NPLs to gross loans	2.0%	2.3%		1.8%	
NPL coverage ratio	63.0%	69.2%		71.4%	
NPL coverage ratio adjusted for the discounted value of collateral	119.6%	117.6%		124.2%	
Georgian Financial Services (GFS)					
NPLs to gross loans	2.2%	2.2%		1.9%	
NPL coverage ratio	62.1%	68.7%		70.6%	
NPL coverage ratio adjusted for the discounted value of collateral	115.1%	117.1%		119.4%	
Ameriabank (standalone figures)					
NPLs to gross loans	1.4%	-		1.6%	
NPL coverage ratio	69.1%	-		78.4%	
NPL coverage ratio adjusted for the discounted value of collateral	137.3%	-		136.9%	

[4] For FY24, ROAA, net interest margin, loan yield, liquid assets yield, cost of funds, cost of client deposits and notes, cost of amounts owed to credit institutions, cost of debt securities issued, and cost of credit risk ratio were adjusted to exclude the effect of Ameriabank's consolidation at the end of March on average balances.

Portfolio highlights

- Loans to customers, factoring and finance lease receivables amounted to **GEL 33,558.9m** as at 31 December 2024, up 65.9% y-o-y and up 8.0% q-o-q in nominal terms. The significant y-o-y increase is attributable to the Ameriabank acquisition, as well as a 20.5% loan growth in GFS.
- Client deposits and notes amounted to **GEL 33,202.0m** as at 31 December 2024 (up 61.8% y-o-y and up 4.2% q-o-q). The y-o-y growth was driven by the Ameriabank acquisition as well as a 23.1% deposit growth in GFS.

Capital return

- In August 2024, the Board announced a further share buyback and cancellation programme totalling GEL 73.4 million. The Company completed the share buyback and cancellation programme in January 2025, cancelling 475,433 shares. There are currently 44,351,550 shares in issue.
- At the 2025 Annual General Meeting, the Board intends to recommend for shareholder approval a final dividend for 2024 of GEL 5.62 per share payable in Pounds Sterling at the prevailing rate. This would make a total dividend in respect of the Group's 2024 earnings of GEL 9.00 per share, a 12.5% increase on 2023.
- In addition, the Board has also approved an extension of the share buyback and cancellation programme by an additional GEL 107.7 million.

Business Division results

Following the acquisition of Ameriabank in March 2024, the Group results are presented by the following Business Divisions: 1) Georgian Financial Services (GFS), 2) Armenian Financial Services (AFS), and 3) Other Businesses.

Georgian Financial Services (GFS)

*Georgian Financial Services (**GFS**) mainly comprises JSC Bank of Georgia and investment bank JSC Galt and Taggart.*

GEL thousands	4Q24	4Q23	Change y-o-y	3Q24	Change q-o-q	FY24	FY23	Change y-o-y
INCOME STATEMENT HIGHLIGHTS								
Interest income	879,608	725,981	21.2%	837,908	5.0%	3,261,442	2,677,362	21.8%
Interest expense	(408,847)	(313,330)	30.5%	(371,324)	10.1%	(1,463,591)	(1,116,859)	31.0%
Net interest income	**470,761**	**412,651**	**14.1%**	**466,584**	**0.9%**	**1,797,851**	**1,560,503**	**15.2%**
Net fee and commission income	126,923	113,455	11.9%	110,887	14.5%	465,614	428,345	8.7%
Net foreign currency gain	107,776	86,946	24.0%	98,214	9.7%	386,797	323,136	19.7%
Net other income	26,030	16,931	53.7%	7,919	NMF	53,428	111,870	-52.2%
Operating income	**731,490**	**629,983**	**16.1%**	**683,604**	**7.0%**	**2,703,690**	**2,423,854**	**11.5%**
Salaries and other employee benefits	(125,107)	(102,615)	21.9%	(111,225)	12.5%	(443,347)	(375,345)	18.1%
Administrative expenses	(61,018)	(69,227)	-11.9%	(52,013)	17.3%	(204,383)	(181,535)	12.6%
Depreciation, amortisation and impairment	(31,799)	(32,836)	-3.2%	(31,446)	1.1%	(121,983)	(114,279)	6.7%
Other operating expenses	(1,636)	(1,514)	8.1%	(1,245)	31.4%	(5,744)	(3,461)	66.0%
Operating expenses	**(219,560)**	**(206,192)**	**6.5%**	**(195,929)**	**12.1%**	**(775,457)**	**(674,620)**	**14.9%**
Profit from associates	369	254	45.3%	389	-5.1%	1,347	984	36.9%
Operating income before cost of risk	**512,299**	**424,045**	**20.8%**	**488,064**	**5.0%**	**1,929,580**	**1,750,218**	**10.2%**
Cost of risk	(47,615)	(24,077)	97.8%	(2,391)	NMF	(98,099)	(146,155)	-32.9%
Profit before income tax expense	**464,684**	**399,968**	**16.2%**	**485,673**	**-4.3%**	**1,831,481**	**1,604,063**	**14.2%**
Income tax expense	(71,415)	(73,901)	-3.4%	(74,259)	-3.8%	(275,557)	(250,496)	10.0%
Profit adjusted for one-off items	**393,269**	**326,067**	**20.6%**	**411,414**	**-4.4%**	**1,555,924**	**1,353,567**	**14.9%**
One-off items	-	1,524	NMF	-	-	-	22,585	NMF
Profit	**393,269**	**327,591**	**20.0%**	**411,414**	**-4.4%**	**1,555,924**	**1,376,152**	**13.1%**

BALANCE SHEET HIGHLIGHTS	Dec-24	Dec-23	Change y-o-y	Sep-24	Change q-o-q
Cash and cash equivalents	1,832,228	2,714,174	-32.5%	2,059,303	-11.0%
Amounts due from credit institutions	2,423,723	1,733,898	39.8%	1,797,054	34.9%
Investment securities	7,886,960	5,052,494	56.1%	7,048,177	11.9%
Loans to customers, finance lease and factoring receivables	23,539,328	19,532,803	20.5%	22,444,065	4.9%
Loans to customers, finance lease and factoring receivables, LC	13,580,484	10,838,243	25.3%	12,819,317	5.9%
Loans to customers, finance lease and factoring receivables, FC	9,958,844	8,694,560	14.5%	9,624,748	3.5%
Property and equipment	462,037	425,456	8.6%	443,849	4.1%
All remaining assets	1,170,001	1,027,901	13.8%	1,111,214	5.3%
Total assets	**37,314,277**	**30,486,726**	**22.4%**	**34,903,662**	**6.9%**
Client deposits and notes	24,052,164	19,535,071	23.1%	24,079,718	-0.1%
Client deposits and notes, LC	11,355,443	8,889,946	27.7%	11,999,849	-5.4%
Client deposits and notes, FC	12,696,721	10,645,125	19.3%	12,079,869	5.1%
Amounts owed to credit institutions	6,712,420	5,125,760	31.0%	4,743,875	41.5%
Debt securities issued	1,082,831	414,549	161.2%	1,067,012	1.5%
All remaining liabilities	475,032	598,310	-20.6%	423,262	12.2%
Total liabilities	**32,322,447**	**25,673,690**	**25.9%**	**30,313,867**	**6.6%**
Total equity	**4,991,830**	**4,813,036**	**3.7%**	**4,589,795**	**8.8%**
Risk-weighted assets (Bank of Georgia)	29,080,593	23,061,905	26.1%	26,635,323	9.2%

KEY RATIOS	4Q24	4Q23	3Q24	FY24	FY23
ROAA (adjusted for one-off items)	4.3%	4.3%	4.8%	4.7%	4.9%
ROAA (unadjusted)	4.3%	4.3%	4.8%	4.7%	4.9%
ROAE (adjusted for one-off items)	32.5%	27.8%	36.7%	33.5%	30.9%
ROAE (unadjusted)	32.5%	27.9%	36.7%	33.5%	31.5%
Net interest margin	5.8%	6.3%	6.1%	6.0%	6.4%
Loan yield	12.5%	12.5%	12.4%	12.5%	12.6%
Loan yield, LC	15.0%	15.3%	14.9%	15.0%	15.6%
Loan yield, FC	9.0%	8.9%	9.2%	9.3%	8.8%
Cost of funds	5.2%	5.0%	5.1%	5.2%	4.9%
Cost of client deposits and notes	4.3%	4.4%	4.3%	4.4%	4.2%
Cost of client deposits and notes, LC	7.6%	8.3%	7.6%	7.8%	8.4%
Cost of client deposits and notes, FC	1.3%	0.8%	1.2%	1.2%	0.6%
Cost of time deposits	6.6%	6.7%	6.7%	6.8%	6.5%
Cost of time deposits, LC	10.0%	10.7%	10.2%	10.6%	10.8%
Cost of time deposits, FC	2.5%	2.0%	1.9%	2.3%	1.7%
Cost of current accounts and demand deposits	2.3%	2.6%	2.3%	2.3%	2.5%
Cost of current accounts and demand deposits, LC	4.7%	5.9%	4.9%	4.9%	6.0%
Cost of current accounts and demand deposits, FC	0.6%	0.2%	0.4%	0.0%	0.1%
Cost:income ratio (adjusted for one-off items)	30.0%	32.7%	28.7%	28.7%	27.8%
Cost:income ratio (unadjusted)	30.0%	32.7%	28.7%	28.7%	27.6%
Cost of credit risk ratio	0.6%	0.4%	0.1%	0.4%	0.7%

Performance highlights

- GFS generated operating income of **GEL 731.5m** in 4Q24 (up 16.1% y-o-y and up 7.0% q-o-q). The y-o-y and q-o-q growth was recorded in each key revenue line. In FY24, operating income amounted to **GEL 2,703.7m** (up 11.5% y-o-y). Notably, in 2023 the Group posted two significant income items – a GEL 68.7m gain on the sale of repossessed assets and a GEL 25.0m net positive adjustment in net fee and commission income due to changes in the accounting model for payment systems. Excluding these effects, the FY24 y-o-y growth would have been 16.0%.
- The net interest margin decreased during the quarter and stood at **5.8%** in 4Q24 (down 50 bps y-o-y and down 30 bps q-o-q). While the core loan NIM was unchanged during the quarter, the overall NIM was depressed due to lower market rates and increased liquidity during the quarter. For the full year of 2024, NIM stood at 6.0% (down 40 bps y-o-y), mainly driven by a combination of higher cost of funds of 5.2% (up 30 bps y-o-y) and lower loan yield of 12.5% (down 10 bps y-o-y).
- Net fee and commission income amounted to **GEL 126.9m** in 4Q24 (up 11.9% y-o-y and up 14.5% q-o-q). The y-o-y and q-o-q growth was mainly driven by settlement operations and supported by strong results by Galt & Taggart's brokerage and advisory divisions. For FY24, net fee and commission income was **GEL 465.6m** (up 8.7% y-o-y). Notably, in 2023, the Group amended the accounting model for payment systems charges, that resulted in a positive net effect of GEL 25.0m. Excluding this effect, the FY24 y-o-y growth would have been 15.4%.
- Net other income increased to **GEL 26.0m** in 4Q24 (up 53.7% y-o-y and up 228.7% q-o-q), mainly driven by a revaluation gain on investment properties. For FY24, net other income was **GEL 53.4m** (down 52.2% y-o-y) – the decrease was driven by significant net gains on the sale of repossessed assets in 2023.
- Operating expenses amounted to **GEL 219.6m** in 4Q24 (up 6.5% y-o-y and up 12.1% q-o-q). The y-o-y growth was mainly driven by increased salaries and employee benefits, partly offset by decreased administrative expenses. The q-o-q growth was driven by increased salaries and employee benefits, primarily due to higher bonuses resulting from strong business performance, as well as seasonally high administrative expenses in the fourth quarter. In FY24, operating expenses increased by 14.9% y-o-y to **GEL 775.5m**. The y-o-y growth in operating expenses in FY24 was mainly driven by increased salaries and other employee benefits, together with higher administrative expenses related to business growth and continuing investments in key strategic areas.
- Cost of credit risk ratio was **0.6%** in 4Q24 (0.4% in 4Q23 and 0.1% in 3Q24). The cost of credit risk was mainly driven by the default of a single corporate borrower, partly offset by strong results across the whole portfolio. In FY24, cost of credit risk ratio stood at **0.4%** vs 0.7% in FY23.
- Overall, GFS posted a profit of **GEL 393.3m** in 4Q24 (up 20.6% y-o-y and down 4.4% q-o-q on higher cost of risk charge for the quarter). In FY24, profit amounted to **GEL 1,555.9m** (up 14.9% y-o-y compared with adjusted profit in FY23).

Portfolio highlights

From 1Q24 the Corporate Center was separated as a new segment of GFS. The Corporate Center mainly includes treasury and custody operations. Previously, the Corporate Center's income and expenses were allocated to the Retail Banking (RB), Small and medium enterprise Banking (SME), and Corporate and Investment Banking (CIB) segments. The previous figures for the RB, SME, and CIB segments have been restated.

Portfolio highlights: Loans to customers, factoring and finance lease receivables

	Dec-24	Dec-23	Change y-o-y	Change y-o-y (constant currency)	Sep-24	Change q-o-q	Change q-o-q (constant currency)
Total GFS	**23,539,328**	**19,532,803**	**20.5%**	**19.3%**	**22,444,065**	**4.9%**	**4.6%**
Retail	10,203,425	8,502,529	20.0%	19.5%	9,725,127	4.9%	4.9%
SME	5,011,108	4,550,840	10.1%	9.3%	4,900,686	2.3%	2.3%
CIB	8,324,795	6,479,434	28.5%	26.3%	7,818,252	6.5%	5.8%
Corporate Center	-	-	-	-	-	-	-

Portfolio highlights: client deposits and notes

	Dec-24	Dec-23	Change y-o-y	Change y-o-y (constant currency)	Sep-24	Change q-o-q	Change q-o-q (constant currency)
Total GFS	**24,052,164**	**19,535,071**	**23.1%**	**21.2%**	**24,079,718**	**-0.1%**	**-0.8%**
Retail	14,422,359	12,597,938	14.5%	12.2%	13,816,179	4.4%	3.5%
SME	2,146,585	1,876,967	14.4%	13.2%	2,083,761	3.0%	2.7%
CIB	6,578,858	5,030,564	30.8%	29.3%	6,324,426	4.0%	3.5%
Corporate Center	971,961	218,872	NMF	NMF	1,920,096	-49.4%	-49.4%
Eliminations	(67,599)	(189,270)	-64.3%		(64,744)	4.4%	

Loan portfolio quality: cost of credit risk ratio

	4Q24	4Q23	3Q24
Total GFS	**0.6%**	**0.4%**	**0.1%**
Retail	0.5%	-0.1%	0.1%
SME	-0.4%	0.6%	0.3%
CIB	1.3%	1.0%	0.0%

Loan portfolio quality: NPL ratio

	Dec-24	Dec-23	Sep-24
Total GFS	**2.2%**	**2.2%**	**1.9%**
Retail	1.6%	1.9%	1.7%
SME	3.5%	3.6%	3.6%
CIB	2.1%	1.7%	1.1%

- GFS's loans to customers, factoring and finance lease receivables stood at **GEL 23,539.3m** (up 20.5% y-o-y and up 4.9% q-o-q) as at 31 December 2024. The y-o-y and q-o-q growth was mainly driven by CIB, followed by RB and SME. On a constant currency basis, the loan book increased by 19.3% y-o-y and by 4.6% q-o-q.
- **57.7%** of the loan book was denominated in GEL as at 31 December 2024 (55.5% as at 31 December 2023 and 57.1% as at 30 September 2024).
- Client deposits and notes stood at **GEL 24,052.2m** as at 31 December 2024 (up 23.1% y-o-y and down -0.1% q-o-q). Strong y-o-y growth was recorded in CIB, followed by RB and SME segments. The q-o-q decrease was driven by the halving of the portfolio of the Corporate Center as deposits from the Ministry of Finance of Georgia were substituted by short-term loans from the National Bank of Georgia, partly offset by increases in RB, CIB, and SME segments. On a constant currency basis, deposits increased by 21.2% y-o-y and decreased by 0.8% q-o-q.
- The share of GEL-denominated client deposits stood at **47.2%** as at 31 December 2024 (45.5% as at 31 December 2023 and 49.8% as at 30 September 2024).

Liquidity

	Dec-24	Dec-23	Sep-24
NBG Liquidity Coverage Ratio (Bank of Georgia)	138.6%	125.2%	126.3%
NBG Net Stable Funding Ratio (Bank of Georgia)	130.7%	130.4%	124.9%

- Bank of Georgia increased its liquidity position during the quarter, with NBG liquidity coverage ratio standing at **138.6%** as at 31 December 2024 (125.2% as at 31 December 2023 and 126.3% as at 30 September 2024), and NBG net stable funding ratio at **130.7%** as at 31 December 2024 (130.4% as at 31 December 2023 and 124.9% as at 30 September 2024).

Capital position

- Bank of Georgia continues to operate with robust capital adequacy levels. At 31 December 2024, the Bank's Basel III CET1, Tier1, and Total capital ratios stood at **17.1%, 20.5%,** and **22.1%,** respectively, all comfortably above the minimum requirements of 14.9%, 17.0%, 19.9%, respectively. The movement in capital adequacy ratios in 4Q24 and the potential impact of a 10% devaluation of GEL is as follows:

	30 Sep 2024	4Q24 profit	Business growth	Currency impact	Capital distribution	Tier 1 – Tier 2	31 Dec 2024	Buffer above min requirement	Potential impact of a 10% GEL devaluation
CET1 capital adequacy	17.2%	1.4%	-1.5%	-0.1%	0.0%	0.0%	17.1%	**2.2%**	-0.8%
Tier1 capital adequacy	20.8%	1.4%	-1.8%	0.0%	0.0%	0.0%	20.5%	**3.5%**	-0.7%
Total capital adequacy	23.3%	1.4%	-1.9%	0.1%	0.0%	-0.8%	22.1%	**2.2%**	-0.6%

- Bank of Georgia's minimum capital requirements for December 2025 are expected to be 15.2%, 17.3% and 20.2% for CET1, Tier1, and Total capital ratios respectively.

Armenian Financial Services (AFS)

*Armenian Financial Services (**AFS**) comprises Ameriabank CJSC*

GEL thousands	4Q24	3Q24	Change q-o-q	YTD since consolidation
INCOME STATEMENT HIGHLIGHTS				
Interest income	284,685	256,769	10.9%	794,616
Interest expense	(104,643)	(95,163)	10.0%	(287,585)
Net interest income	**180,042**	**161,606**	**11.4%**	**507,031**
Net fee and commission income	39,781	21,104	88.5%	89,922
Net foreign currency gain	50,712	38,744	30.9%	128,032
Net other income	1,060	1,804	-41.2%	3,927
Operating income	**271,595**	**223,258**	**21.7%**	**728,912**
Salaries and other employee benefits	(92,590)	(80,604)	14.9%	(268,547)
Administrative expenses	(20,458)	(13,829)	47.9%	(47,737)
Depreciation, amortisation and impairment	(12,988)	(13,212)	-1.7%	(40,818)
Other operating expenses	(2,150)	(1,574)	36.6%	(5,400)
Operating expenses	**(128,186)**	**(109,219)**	**17.4%**	**(362,502)**
Profit from associates	-	-	-	-
Operating income before cost of risk	**143,409**	**114,039**	**25.8%**	**366,410**
Cost of risk	(3,533)	(3,558)	-0.7%	(63,182)
Profit before income tax expense	**139,876**	**110,481**	**26.6%**	**303,228**
Income tax expense	(31,585)	(19,078)	65.6%	(73,072)
Profit adjusted for one-off items	**108,291**	**91,403**	**18.5%**	**230,156**
One-off items	2,708	-	-	672,173
Profit	**110,999**	**91,403**	**21.4%**	**902,329**

BALANCE SHEET HIGHLIGHTS	Dec-24	Sep-24	Change q-o-q
Cash and cash equivalents	1,409,223	916,969	53.7%
Amounts due from credit institutions	821,779	732,424	12.2%
Investment securities	1,447,558	1,041,356	39.0%
Loans to customers, finance lease and factoring receivables	9,265,005	7,955,714	16.5%
Loans to customers, finance lease and factoring receivables, LC	5,457,699	4,702,686	16.1%
Loans to customers, finance lease and factoring receivables, FC	3,807,306	3,253,028	17.0%
Property and equipment	74,671	78,116	-4.4%
All remaining assets	352,476	317,741	10.9%
Total assets	**13,370,712**	**11,042,320**	**21.1%**
Client deposits and notes	7,949,083	6,854,363	16.0%
Client deposits and notes, LC	4,527,568	3,672,842	23.3%
Client deposits and notes, FC	3,421,515	3,181,521	7.5%
Amounts owed to credit institutions	1,956,445	962,149	103.3%
Debt securities issued	1,155,679	1,150,771	0.4%
All remaining liabilities	541,068	424,619	27.4%
Total liabilities	**11,602,275**	**9,391,902**	**23.5%**
Total equity	**1,768,437**	**1,650,418**	**7.2%**

KEY RATIOS	4Q24	3Q24	YTD since consolidation
ROAA (adjusted for one-off items)	3.6%	3.3%	2.9%
ROAA (unadjusted)	3.7%	3.3%	11.4%
ROAE (adjusted for one-off items)	25.3%	23.1%	20.6%
ROAE (unadjusted)	26.0%	23.1%	80.7%
Net interest margin	6.8%	6.7%	7.3%
Loan yield	11.6%	11.5%	12.5%
Loan yield, LC	13.9%	13.9%	15.0%
Loan yield, FC	8.5%	8.1%	8.9%
Cost of funds	4.2%	4.2%	4.4%
Cost of client deposits and notes	3.3%	3.2%	3.3%
Cost of client deposits and notes, LC	4.9%	4.8%	5.1%
Cost of client deposits and notes, FC	1.4%	1.4%	1.5%
Cost of time deposits	6.1%	5.8%	6.0%
Cost of time deposits, LC	9.5%	9.6%	10.0%
Cost of time deposits, FC	2.5%	2.4%	2.5%
Cost of current accounts and demand deposits	1.5%	1.5%	1.6%
Cost of current accounts and demand deposits, LC	2.1%	2.2%	2.3%
Cost of current accounts and demand deposits, FC	0.7%	0.7%	0.0%
Cost:income ratio	47.2%	48.9%	49.7%
Cost of credit risk ratio	0.3%	0.3%	1.2%

Ameriabank was consolidated for the first time at the end of March 2024. In 2Q24 AFS Income Statement results were consolidated on the Group level for the first time. In addition, to provide more comparable growth trends with previous periods, the performance of standalone Ameriabank has been disclosed on page 15: *Ameriabank: standalone financial information.* Ameriabank's standalone financial information is presented for informational purposes only, is different from AFS results due to fair value adjustments and allocation of certain Group expenses to Business Divisions, and is not included in the consolidated results.

Performance highlights

- In 4Q24 operating income amounted to **GEL 271.6m** (up 21.7% q-o-q), mainly driven by increased net fee and commission income, also supported by a 11.4% q-o-q growth of net interest income and a 30.9% q-o-q growth of net foreign currency gain.
  - A very strong 88.5% q-o-q growth in net fee and commission income was mainly driven by a significant advisory fee of GEL c.10.3m and a GEL c.5.6m incentive fee from payment systems.
- Operating expenses increased by 17.4% q-o-q to **GEL 128.2m**, mainly driven by increased salaries and other employee benefits due to increased accrued bonuses because of high performance of Ameriabank, and higher administrative expenses, mainly driven by intensive marketing campaigns as well as increased consulting services in IT.
- Loan portfolio quality remained healthy, with cost of credit risk ratio at **0.3%** in 4Q24.
- Overall, AFS generated **GEL 108.3m** in adjusted profit in 4Q24, with adjusted ROAE standing at **25.3%**. Since consolidation at the end of March 2024, AFS recorded an adjusted profit of **GEL 230.2m**. The standalone profit of Ameriabank for the full year 2024 was **GEL 416.1m.** This figure better reflects the underlying performance and scale of the Armenian business.

Portfolio highlights

- Loans to customers, factoring and finance lease receivables stood at **GEL 9,265.0m** as at 31 December 2024 (up 16.5% q-o-q). The q-o-q growth was driven by both Corporate and Retail divisions. Growth on a constant currency basis was **15.5% q-o-q**. **58.9%** of the loan book was denominated in Armenian Drams as at 31 December 2024 (59.1% as at 30 September 2024).
- Ameriabank had the highest market share in Armenia by total loans – **20.9%** as at 31 December 2024 (19.6% as at 31 December 2023 and 19.6% as at 30 September 2024)[5].
- Client deposits and notes stood at **GEL 7,949.1m** as at 31 December 2024 (up 16.0% q-o-q). On a constant currency basis, deposits were up **15.0% q-o-q**. **57.0%** of client deposits and notes were denominated in Armenian Drams as at 30 December 2024 (53.6% as at 30 September 2024).
- Ameriabank had the second highest market share by total deposits in Armenia – **18.5%** as at 31 December 2024 (17.3% as at 31 December 2023 and 17.8% as at 30 September 2024)[5,6].

Liquidity

- Ameriabank has maintained a strong liquidity position, having CBA LCR of **195.7%** and CBA NSFR of **128.8%** as at 31 December 2024, well above the minimum regulatory requirements of 100%.

Capital position

- At 31 December 2024, Ameriabank's CET1, Tier1, and Total capital ratios stood at **14.4%, 14.4%,** and **16.6%,** respectively, all above the minimum requirements of 11.7%, 13.8%, 16.5%, respectively.
- The decrease of capital adequacy ratios during the quarter was driven by strong loan growth coupled with the devaluation of AMD in December 2024. Notably, as at 31 January 2025, the buffer on total capital ratio increased to 0.4%. Internal capital generation as well as other measures including additional capital instruments are expected to support healthy capital levels in the near future.

	30 Sep 2024	4Q24 profit	Business growth	Currency impact	Regulatory deductions	Other	31 Dec 2024	Buffer above min requirement	Potential impact of a 10% AMD devaluation
CET1 capital adequacy	15.0%	1.1%	-1.5%	-0.1%	-0.2%	0.0%	14.4%	**2.7%**	-0.7%
Tier1 capital adequacy	15.0%	1.1%	-1.5%	-0.1%	-0.2%	0.0%	14.4%	**0.6%**	-0.7%
Total capital adequacy	17.4%	1.1%	-1.6%	-0.1%	-0.2%	-0.1%	16.6%	**0.1%**	-0.7%

[5] Calculated based on financial statements of local banks.
[6] Includes current accounts, time deposits and issued local bonds.

Ameriabank: unaudited standalone financial information (not included in the consolidated results)

The following table is presented for information purposes only to show the performance of Ameriabank. It has been prepared consistently with the accounting policies adopted by the Group in preparing its consolidated financial statements.

GEL thousands	4Q24	4Q23	Change y-o-y	3Q24	Change q-o-q	FY24	FY23	Change y-o-y
INCOME STATEMENT HIGHLIGHTS								
Interest income	282,463	214,716	31.6%	252,723	11.8%	992,762	767,428	29.4%
Interest expense	(101,267)	(74,101)	36.7%	(91,178)	11.1%	(354,468)	(274,607)	29.1%
Net interest income	**181,196**	**140,615**	**28.9%**	**161,545**	**12.2%**	**638,294**	**492,821**	**29.5%**
Net fee and commission income	39,547	16,872	134.4%	21,342	85.3%	108,282	65,441	65.5%
Net foreign currency gain	52,959	46,512	13.9%	36,247	46.1%	162,184	158,409	2.4%
Net other income	897	2,428	-63.1%	1,795	-50.0%	5,423	7,477	-27.5%
Operating income	**274,599**	**206,427**	**33.0%**	**220,929**	**24.3%**	**914,183**	**724,148**	**26.2%**
Salaries and other employee benefits	(78,944)	(62,352)	26.6%	(67,366)	17.2%	(290,364)	(217,592)	33.4%
Administrative expenses	(19,864)	(17,789)	11.7%	(13,509)	47.0%	(59,212)	(52,169)	13.5%
Depreciation, amortisation and impairment	(9,825)	(7,436)	32.1%	(9,211)	6.7%	(35,831)	(28,657)	25.0%
Other operating expenses	(2,066)	(715)	189.0%	(1,572)	31.4%	(6,421)	(4,580)	40.2%
Operating expenses	**(110,699)**	**(88,292)**	**25.4%**	**(91,658)**	**20.8%**	**(391,828)**	**(302,998)**	**29.3%**
Profit from associates	-	-	-	-	-	-	-	-
Operating income before cost of risk	**163,900**	**118,135**	**38.7%**	**129,271**	**26.8%**	**522,355**	**421,150**	**24.0%**
Cost of risk	(2,344)	(16,811)	-86.1%	(6,716)	-65.1%	(9,842)	(37,214)	-73.6%
Net operating income before non-recurring items	**161,556**	**101,324**	**59.4%**	**122,555**	**31.8%**	**512,513**	**383,936**	**33.5%**
Net non-recurring items	-	-	-	-	-	-	-	-
Profit before income tax expense	**161,556**	**101,324**	**59.4%**	**122,555**	**31.8%**	**512,513**	**383,936**	**33.5%**
Income tax expense	(32,327)	(22,918)	41.1%	(22,292)	45.0%	(96,383)	(75,425)	27.8%
Profit	**129,229**	**78,406**	**64.8%**	**100,263**	**28.9%**	**416,130**	**308,511**	**34.9%**

BALANCE SHEET HIGHLIGHTS	Dec-24	Dec-23	Change y-o-y	Sep-24	Change q-o-q
Liquid assets	3,678,577	2,517,735	46.1%	2,690,749	36.7%
Cash and cash equivalents	1,409,223	886,111	59.0%	916,969	53.7%
Amounts due from credit institutions	821,795	714,963	14.9%	732,424	12.2%
Investment securities	1,447,559	916,661	57.9%	1,041,356	39.0%
Loans to customers and finance lease and factoring receivables	9,278,814	6,551,322	41.6%	7,970,091	16.4%
Property and equipment	66,857	60,247	11.0%	68,345	-2.2%
All remaining assets	310,311	248,358	24.9%	256,631	20.9%
Total assets	**13,334,559**	**9,377,662**	**42.2%**	**10,985,816**	**21.4%**
Client deposits and notes	7,949,083	6,039,076	31.6%	6,854,363	16.0%
Amounts owed to credit institutions	1,966,451	904,645	117.4%	972,890	102.1%
Debt securities issued	1,155,679	785,491	47.1%	1,150,771	0.4%
All remaining liabilities	447,950	345,916	29.5%	328,840	36.2%
Total liabilities	**11,519,163**	**8,075,128**	**42.6%**	**9,306,864**	**23.8%**
Total equity	**1,815,396**	**1,302,534**	**39.4%**	**1,678,952**	**8.1%**

KEY RATIOS[7]	4Q24	4Q23	3Q24	FY24	FY23
ROAA	4.2%	3.4%	3.6%	3.8%	3.5%
ROAE	29.4%	24.1%	24.2%	26.5%	25.5%
Loan yield	11.4%	11.7%	11.2%	11.2%	11.2%
Net interest margin	6.8%	7.0%	6.6%	6.7%	6.4%
Cost of funds	4.0%	3.8%	4.0%	3.9%	3.7%
Cost:income ratio	40.3%	42.8%	41.5%	42.9%	41.8%
Cost of credit risk ratio	0.2%	0.9%	0.4%	0.2%	0.6%

[7] Ratios are calculated based on quarter averages.

Other Businesses

*The Business Division '**Other Businesses**' includes JSC Belarusky Narodny Bank (BNB) serving retail and SME clients in Belarus, JSC Digital Area – a digital ecosystem in Georgia including e-commerce, ticketing, and inventory management SaaS, Lion Finance Group PLC – the holding company, and other small entities and intragroup eliminations.*

GEL thousands	4Q24	4Q23	Change y-o-y	3Q24	Change q-o-q	FY24	FY23	Change y-o-y
INCOME STATEMENT HIGHLIGHTS								
Interest income	21,965	18,825	16.7%	20,771	5.7%	83,842	70,899	18.3%
Interest expense	(9,112)	(3,815)	138.8%	(7,925)	15.0%	(27,877)	(15,956)	74.7%
Net interest income	**12,853**	**15,010**	**-14.4%**	**12,846**	**0.1%**	**55,965**	**54,943**	**1.9%**
Net fee and commission income	2,394	611	NMF	2,109	13.5%	6,126	6,137	-0.2%
Net foreign currency gain	17,862	10,305	73.3%	16,065	11.2%	56,970	42,575	33.8%
Net other income	(4,176)	1,329	NMF	(222)	NMF	10,965	2,865	NMF
Operating income	**28,933**	**27,255**	**6.2%**	**30,798**	**-6.1%**	**130,026**	**106,520**	**22.1%**
Salaries and other employee benefits	(13,346)	(11,329)	17.8%	(11,655)	14.5%	(46,096)	(44,109)	4.5%
Administrative expenses	(6,566)	(5,201)	26.2%	(6,686)	-1.8%	(27,077)	(23,833)	13.6%
Depreciation, amortisation and impairment	(2,512)	(2,295)	9.5%	(2,627)	-4.4%	(10,336)	(10,444)	-1.0%
Other operating expenses	(441)	(188)	134.6%	(318)	38.7%	(1,436)	(1,047)	37.2%
Operating expenses	**(22,865)**	**(19,013)**	**20.3%**	**(21,286)**	**7.4%**	**(84,945)**	**(79,433)**	**6.9%**
Profit from associates	-	-	-	113	NMF	-	472	NMF
Operating income before cost of risk	**6,068**	**8,242**	**-26.4%**	**9,625**	**-37.0%**	**45,081**	**27,559**	**63.6%**
Cost of risk	2,006	(3,733)	NMF	733	173.7%	(3,972)	2,091	NMF
Profit before income tax expense	**8,074**	**4,509**	**79.1%**	**10,358**	**-22.1%**	**41,109**	**29,650**	**38.6%**
Income tax expense	(4,920)	(1,990)	147.2%	(3,922)	25.4%	(14,167)	(8,475)	67.2%
Profit	**3,154**	**2,519**	**25.2%**	**6,436**	**-51.0%**	**26,942**	**21,175**	**27.2%**

BALANCE SHEET HIGHLIGHTS	Dec-24	Dec-23	Change y-o-y	Sep-24	Change q-o-q
Cash and cash equivalents	511,732	387,650	32.0%	437,014	17.1%
Amounts due from credit institutions	32,963	18,759	75.7%	31,343	5.2%
Investment securities	117,869	77,263	52.6%	190,012	-38.0%
Loans to customers, finance lease and factoring receivables	754,541	699,918	7.8%	659,179	14.5%
Property and equipment	13,389	11,499	16.4%	12,269	9.1%
All remaining assets	92,405	75,743	22.0%	89,629	3.1%
Total assets	**1,522,899**	**1,270,832**	**19.8%**	**1,419,446**	**7.3%**
Client deposits and notes	1,200,763	987,668	21.6%	938,335	28.0%
Amounts owed to credit institutions	11,368	30,249	-62.4%	(4,058)	NMF
Debt securities issued	16,506	6,810	142.4%	3,113	NMF
All remaining liabilities	39,302	39,305	0.0%	190,727	-79.4%
Total liabilities	**1,267,939**	**1,064,032**	**19.2%**	**1,128,117**	**12.4%**
Total equity	**254,960**	**206,800**	**23.3%**	**291,329**	**-12.5%**

In 4Q24 Other Businesses recorded a **GEL 3.2m** profit (up 25.2% y-o-y and down 51.0% q-o-q). In FY24, Other Businesses posted a profit of a **GEL 26.9m** (up 27.2% y-o-y).

BNB's capital ratios, calculated in accordance with the National Bank of the Republic of Belarus' standards, were above the minimum requirements as at 31 December 2024: Tier1 capital adequacy ratio at **10.7%** (minimum requirement of 7.0%) and Total capital adequacy ratio at **17.2%** (minimum requirement of 12.5%).

Unaudited consolidated financial information

GEL thousands	4Q24	4Q23	Change y-o-y	3Q24	Change q-o-q	FY24	FY23	Change y-o-y
INCOME STATEMENT HIGHLIGHTS								
Interest income	1,186,258	744,806	59.3%	1,115,448	6.3%	4,139,900	2,748,261	50.6%
Interest expense	(522,602)	(317,145)	64.8%	(474,412)	10.2%	(1,779,053)	(1,132,815)	57.0%
Net interest income	**663,656**	**427,661**	**55.2%**	**641,036**	**3.5%**	**2,360,847**	**1,615,446**	**46.1%**
Fee and commission income	277,667	185,957	49.3%	237,407	17.0%	937,777	707,765	32.5%
Fee and commission expense	(108,569)	(71,891)	51.0%	(103,307)	5.1%	(376,115)	(273,283)	37.6%
Net fee and commission income	**169,098**	**114,066**	**48.2%**	**134,100**	**26.1%**	**561,662**	**434,482**	**29.3%**
Net foreign currency gain	176,350	97,251	**81.3%**	153,023	**15.2%**	571,799	365,711	**56.4%**
Net other income without one-offs	22,914	18,260	25.5%	9,501	141.2%	68,320	114,735	-40.5%
One-off other income	-	1,524	NMF	-	-	-	22,585	NMF
Net other income	22,914	19,784	**15.8%**	9,501	**141.2%**	68,320	137,320	**-50.2%**
Operating income	**1,032,018**	**658,762**	**56.7%**	**937,660**	**10.1%**	**3,562,628**	**2,552,959**	**39.5%**
Salaries and other employee benefits	(231,043)	(113,944)	102.8%	(203,484)	13.5%	(757,990)	(419,454)	80.7%
Administrative expenses	(88,042)	(74,428)	18.3%	(72,528)	21.4%	(279,197)	(205,368)	35.9%
Depreciation, amortisation and impairment	(47,299)	(35,131)	34.6%	(47,285)	0.0%	(173,137)	(124,723)	38.8%
Other operating expenses	(4,227)	(1,702)	148.4%	(3,137)	34.7%	(12,580)	(4,508)	179.1%
Operating expenses	**(370,611)**	**(225,205)**	**64.6%**	**(326,434)**	**13.5%**	**(1,222,904)**	**(754,053)**	**62.2%**
Gain on bargain purchase	-	-	-	-	-	685,888	-	-
Acquisition related costs	2,708	-	-	-	-	(13,715)	-	-
Profit from associates	369	254	45.3%	502	-26.5%	1,347	1,456	-7.5%
Operating income before cost of risk	**664,484**	**433,811**	**53.2%**	**611,728**	**8.6%**	**3,013,244**	**1,800,362**	**67.4%**
Expected credit loss on loans to customers and factoring receivables	(38,220)	(18,546)	106.1%	(12,363)	NMF	(147,399)	(124,298)	18.6%
Expected credit loss on finance lease receivables	(125)	(1,513)	-91.7%	428	NMF	(1,409)	(2,762)	-49.0%
Other expected credit loss and impairment charge on other assets and provisions	(10,797)	(7,751)	39.3%	6,719	NMF	(16,445)	(17,004)	-3.3%
Cost of risk	**(49,142)**	**(27,810)**	**76.7%**	**(5,216)**	**NMF**	**(165,253)**	**(144,064)**	**14.7%**
Profit before income tax expense	**615,342**	**406,001**	**51.6%**	**606,512**	**1.5%**	**2,847,991**	**1,656,298**	**71.9%**
Income tax expense	(107,920)	(75,891)	42.2%	(97,259)	11.0%	(362,796)	(258,971)	40.1%
Profit	**507,422**	**330,110**	**53.7%**	**509,253**	**-0.4%**	**2,485,195**	**1,397,327**	**77.9%**
Attributable to:								
– shareholders of the Group	505,492	328,623	53.8%	507,272	-0.4%	2,476,943	1,391,277	78.0%
– non-controlling interests	1,930	1,487	29.8%	1,981	-2.6%	8,252	6,050	36.4%
Basic earnings per share	**11.75**	**7.53**	**56.0%**	**11.71**	**0.3%**	**56.91**	**31.30**	**81.8%**
Diluted earnings per share	**11.51**	**7.31**	**57.5%**	**11.49**	**0.2%**	**55.75**	**30.43**	**83.2%**

BALANCE SHEET HIGHLIGHTS	Dec-24	Dec-23	Change y-o-y	Sep-24	Change q-o-q
Cash and cash equivalents	3,753,183	3,101,824	21.0%	3,413,286	10.0%
Amounts due from credit institutions	3,278,465	1,752,657	87.1%	2,560,821	28.0%
Investment securities	8,968,721	5,129,757	74.8%	8,054,364	11.4%
Investment securities pledged under sale and repurchase agreements and securities lending	483,666	-	-	225,181	114.8%
Loans to customers, finance lease and factoring receivables	33,558,874	20,232,721	65.9%	31,058,958	8.0%
Accounts receivable and other loans	8,811	47,562	-81.5%	7,193	22.5%
Prepayments	88,950	37,511	137.1%	119,292	-25.4%
Foreclosed assets	378,642	271,712	39.4%	324,558	16.7%
Right-of-use assets	257,896	138,695	85.9%	239,299	7.8%
Investment properties	134,338	124,068	8.3%	112,400	19.5%
Property and equipment	550,097	436,955	25.9%	534,234	3.0%
Goodwill	41,253	41,253	0.0%	41,253	0.0%
Intangible assets	322,250	167,862	92.0%	301,086	7.0%
Income tax assets	48,114	2,520	NMF	43,523	10.5%
Other assets	314,620	245,072	28.4%	277,803	13.3%
Assets held for sale	20,008	27,389	-26.9%	52,177	-61.7%
Total assets	**52,207,888**	**31,757,558**	**64.4%**	**47,365,428**	**10.2%**
Client deposits and notes	33,202,010	20,522,739	61.8%	31,872,416	4.2%
Amounts owed to credit institutions	8,680,233	5,156,009	68.4%	5,701,966	52.2%
Debt securities issued	2,255,016	421,359	NMF	2,220,896	1.5%
Lease liability	274,435	141,934	93.4%	249,929	9.8%
Accruals and deferred income	338,734	129,355	161.9%	249,187	35.9%
Income tax liabilities	88,431	199,058	-55.6%	68,504	29.1%
Other liabilities	353,802	167,268	111.5%	470,988	-24.9%
Total liabilities	**45,192,661**	**26,737,722**	**69.0%**	**40,833,886**	**10.7%**
Share capital	1,464	1,506	-2.8%	1,474	-0.7%
Additional paid-in capital	453,738	465,009	-2.4%	454,881	-0.3%
Treasury shares	(51)	(71)	-28.2%	(49)	4.1%
Capital redemption reserve	154	112	37.5%	145	6.2%
Other reserves	110,786	21,385	NMF	103,754	6.8%
Retained earnings	6,422,320	4,510,780	42.4%	5,947,108	8.0%
Total equity attributable to shareholders of the Group	**6,988,411**	**4,998,721**	**39.8%**	**6,507,313**	**7.4%**
Non-controlling interests	26,816	21,115	27.0%	24,229	10.7%
Total equity	**7,015,227**	**5,019,836**	**39.8%**	**6,531,542**	**7.4%**
Total liabilities and equity	**52,207,888**	**31,757,558**	**64.4%**	**47,365,428**	**10.2%**
Book value per share	**162.77**	**114.62**	**42.0%**	**150.46**	**8.2%**

Additional information

Number of employees (period-end)	Dec-24	Dec-23	Change y-o-y	Sep-24	Change q-o-q
Bank of Georgia (standalone)	7,954	7,435	7.0%	7,796	2.0%
Ameriabank	2,036	N/A[8]	N/A	1,975	3.1%
Other	2,088	1,963	6.4%	2,051	1.8%
Group	**12,078**	**9,398**	**28.5%**	**11,822**	**2.2%**

Branch network (period-end)	Dec-24	Dec-23	Change y-o-y	Sep-24	Change q-o-q
Bank of Georgia	**189**	**189**	**0.0%**	**185**	**2.2%**
Of which:					
Full-scale branches	96	91	5.5%	95	1.1%
Transactional branches	93	98	-5.1%	90	3.3%
Ameriabank	**25**	**N/A[9]**	**N/A**	**26**	**-3.8%**

Unadjusted ratios of the Group	4Q24	4Q23	3Q24	FY24	FY23
ROAA	4.1%	4.2%	4.4%	5.8%	4.8%
ROAE	29.8%	26.8	32.1%	41.2%	30.4%
Cost:income ratio	35.9%	34.2%	34.8%	34.3%	29.5%

FX rates	Dec-24	Dec-23	Sep-24
GEL/USD exchange rate (period-end)	2.81	2.69	2.73
GEL/GBP exchange rate (period-end)	3.53	3.42	3.66
GEL/1000AMD exchange rate (period-end)	7.08	6.65	7.05

Shares outstanding	Dec-24	Dec-23	Sep-24
Ordinary shares outstanding (period-end)	42,935,561	43,610,758	43,249,397
Treasury shares outstanding (period-end)	1,562,586	2,155,535	1,477,586
Total shares outstanding (period-end)	**44,498,147**	**45,766,293**	**44,726,983**

[8] The number of Ameriabank's employees amounted to 1,812 as at 31 December 2023. The figure is not included in the table, as Ameriabank was not part of the Group as at 31 December 2023.
[9] Ameriabank had 26 branches as at 31 December 2023. The figure is not included in the table, as Ameriabank was not part of the Group as at 31 December 2023.

Glossary

Strategic terms

- **MAC (Monthly active customer - retail or business)** Number of customers who satisfied pre-defined activity criteria within the past month
- **Digital monthly active user (Digital MAU)** Number of retail customers who logged into our mobile or internet banking channels at least once within a given month; when referring to business customers, Digital MAU means number of business customers who logged into our business mobile or internet banking channels at least once within a given month
- **Digital daily active user (Digital DAU)** Average daily number of retail customers who logged into our mobile or internet banking channels within a given month
- **Payment MAU** Number of retail customers who made at least one payment with a BOG card within the past month
- **Net Promoter Score (NPS)** NPS asks: on a scale of 0-10, how likely is it that you would recommend Bank of Georgia to a friend or a colleague? The responses: 9 and 10 – are promoters; 7 and 8 – are neutral; 1 to 6 – are detractors. The final score equals the percentage of the promoters minus the percentage of the detractors

Ratio definitions and abbreviations

- **Alternative performance measures (APMs)** In this announcement the management uses various APMs, which we believe provide additional useful information for understanding the financial performance of the Group. These APMs are not defined by International Financial Reporting Standards, and also may not be directly comparable with other companies who use similar measures. We believe that these APMs provide the best representation of our financial performance as these measures are used by the management to evaluate the Group's operating performance and make day-to-day operating decisions
- **Basic earnings per share** Profit for the period attributable to shareholders of the Group divided by the weighted average number of outstanding ordinary shares over the same period
- **Book value per share** Total equity attributable to shareholders of the Group divided by ordinary shares outstanding at period-end; Ordinary shares outstanding at period-end equals number of ordinary shares at period-end less number of treasury shares at period-end
- **CBA** Central Bank of Armenia
- **CBA Common Equity Tier 1 (CET1) capital adequacy ratio** Common Equity Tier 1 capital divided by total risk weighted assets, both calculated in accordance with the requirements of the CBA
- **CBA Tier 1 capital adequacy ratio** Tier 1 capital divided by total risk weighted assets, both calculated in accordance with the requirements of the CBA
- **CBA Total capital adequacy ratio** Total regulatory capital divided by total risk weighted assets, both calculated in accordance with the requirements of the CBA
- **CBA Liquidity coverage ratio (LCR)** High-quality liquid assets divided by net cash outflows over the next 30 days (as defined by the CBA)
- **CBA Net stable funding ratio (NSFR)** Available amount of stable funding divided by the required amount of stable funding (as defined by the CBA
- **Cost of credit risk ratio** Expected loss on loans to customers, factoring and finance lease receivables for the period divided by monthly average gross loans to customers, finance lease and factoring over the same period (annualised where applicable)
- **Cost of deposits** Interest expense on client deposits and notes for the period divided by monthly average client deposits and notes over the same period (annualised where applicable)
- **Cost of funds** Interest expense for the period divided by monthly average interest-bearing liabilities over the same period (annualised where applicable)
- **Cost to income ratio** Operating expenses divided by operating income
- **FC** Foreign currency
- **Full-scale branch** A banking branch that provides all banking services

- **Interest-bearing liabilities** Amounts owed to credit institutions, client deposits and notes, and debt securities issued
- **Interest-earning assets (excluding cash)** Amounts due from credit institutions, investment securities (but excluding corporate shares) and loans to customers, factoring and finance lease receivables
- **NBG Liquidity coverage ratio (LCR)** High-quality liquid assets divided by net cash outflows over the next 30 days (as defined by the NBG). Calculations are made for Bank of Georgia standalone, based on IFRS
- **NBG Net stable funding ratio (NSFR)** Available amount of stable funding divided by the required amount of stable funding (as defined by the NBG). Calculations are made for Bank of Georgia standalone, based on IFRS
- **LC** Local currency
- **Leverage (times)** Total liabilities divided by total equity
- **Liquid assets** Cash and cash equivalents, amounts due from credit institutions and investment securities
- **Loan yield** Interest income from loans to customers, factoring and finance lease receivables for the period divided by monthly average gross loans to customers, factoring and finance lease receivables over the same period (annualised where applicable)
- **NBG** National Bank of Georgia
- **NBG (Basel III) Common Equity Tier 1 (CET1) capital adequacy ratio** Common Equity Tier 1 capital divided by total risk weighted assets, both calculated in accordance with the requirements of the NBG. Calculations are made for Bank of Georgia standalone, based on IFRS
- **NBG (Basel III) Tier 1 capital adequacy ratio** Tier 1 capital divided by total risk weighted assets, both calculated in accordance with the requirements of the NBG. Calculations are made for Bank of Georgia standalone, based on IFRS
- **NBG (Basel III) Total capital adequacy ratio** Total regulatory capital divided by total risk weighted assets, both calculated in accordance with the requirements of the NBG. Calculations are made for Bank of Georgia standalone, based on IFRS
- **Net interest margin (NIM)** Net interest income for the period divided by monthly average interest earning assets excluding cash and cash equivalents and corporate shares over the same period (annualised where applicable)
- **Non-performing loans (NPLs)** The principal and/or interest payments on loans overdue for more than 90 days; or the exposures experiencing substantial deterioration of their creditworthiness and the debtors assessed as unlikely to pay their credit obligation(s) in full without realisation of collateral
- **NPL coverage ratio** Allowance for expected credit loss for loans to customers, finance lease and factoring receivables divided by NPLs
- **NPL coverage ratio adjusted for discounted value of collateral** Allowance for expected credit loss for loans to customers, finance lease and factoring receivables added discounted value of NPL portfolio collateral divided by NPLs (where discounted value of collateral is capped by respective loan amount)
- **One-off items** Significant items that do not arise during the ordinary course of business
- **Operating leverage** Percentage change in operating income less percentage change in operating expenses
- **Return on average total assets (ROAA)** Profit for the period divided by monthly average total assets for the same period (annualised where applicable)
- **Return on average total equity (ROAE)** Profit for the period attributable to shareholders of the Group divided by monthly average equity attributable to shareholders of the Group for the same period (annualised where applicable)
- **Transactional branch** Bank branch that is mostly used for transactional services by clients. Such branches does not provide complex banking services, such as issuing mortgages, services to legal clients, etc.
- **NMF** No meaningful figure

Constant currency basis

To calculate the q-o-q growth of loans and deposits without the currency exchange rate effect, we used the relevant exchange rates as at 30 September 2024. To calculate the y-o-y growth without the currency exchange rate effect, we used the relevant exchange rates as at 31 December 2023. Constant currency growth is calculated separately for GFS and AFS, based on their respective underlying performance.

Lion Finance Group PLC profile

Lion Finance Group PLC (formerly Bank of Georgia Group PLC; the **"Company"** or the **"Group"** when referring to the group companies as a whole) is a FTSE 250 holding company whose main subsidiaries provide banking and financial services focused in the high-growth Georgian and Armenian markets through leading, customer-centric, universal banks – Bank of Georgia in Georgia and Ameriabank in Armenia. By building on our competitive strengths, we are committed to driving business growth, sustaining high profitability, and generating strong returns, while creating opportunities for our stakeholders and making a positive contribution in the communities where we operate.

Lion Finance Group PLC is listed on the London Stock Exchange's main market in the Equity Shares (Commercial Companies) category and is a constituent of the FTSE 250 index. Ticker: BGEO.

Legal entity identifier: 213800XKDG12NQG8VC53

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Further information

For more on results publications, go to Results Centre on https://lionfinancegroup.uk/results-center/quarterly-earnings/
For more on investor information, go to https://lionfinancegroup.uk/investor-information/shareholder-meetings/
For news updates, go to https://lionfinancegroup.uk/news/news-announcements/
For share price information, go to https://lionfinancegroup.uk/investor-information/share-price/

Forward-looking statements

This announcement 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 Lion Finance 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: macro risk, including domestic instability; geopolitical risk; credit risk; liquidity and funding risk; capital risk; market risk; regulatory and legal risk; conduct risk; financial crime risk; information security and data protection risks; operational risk; human capital risk; model risk; strategic risk; reputational risk; climate-related risk; and other key factors that could adversely affect our business and financial performance, as indicated elsewhere in this document and in past and future filings and reports of the Group, including the 'Principal risks and uncertainties' included in Lion Finance Group PLC's Annual Report and Accounts 2023 and in 1H24 Results. No part of this document constitutes, or shall be taken to constitute, an invitation or inducement to invest in Lion Finance Group PLC or any other entity within the Group, and must not be relied upon in any way in connection with any investment decision. Lion Finance 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 document should be construed as a profit forecast.