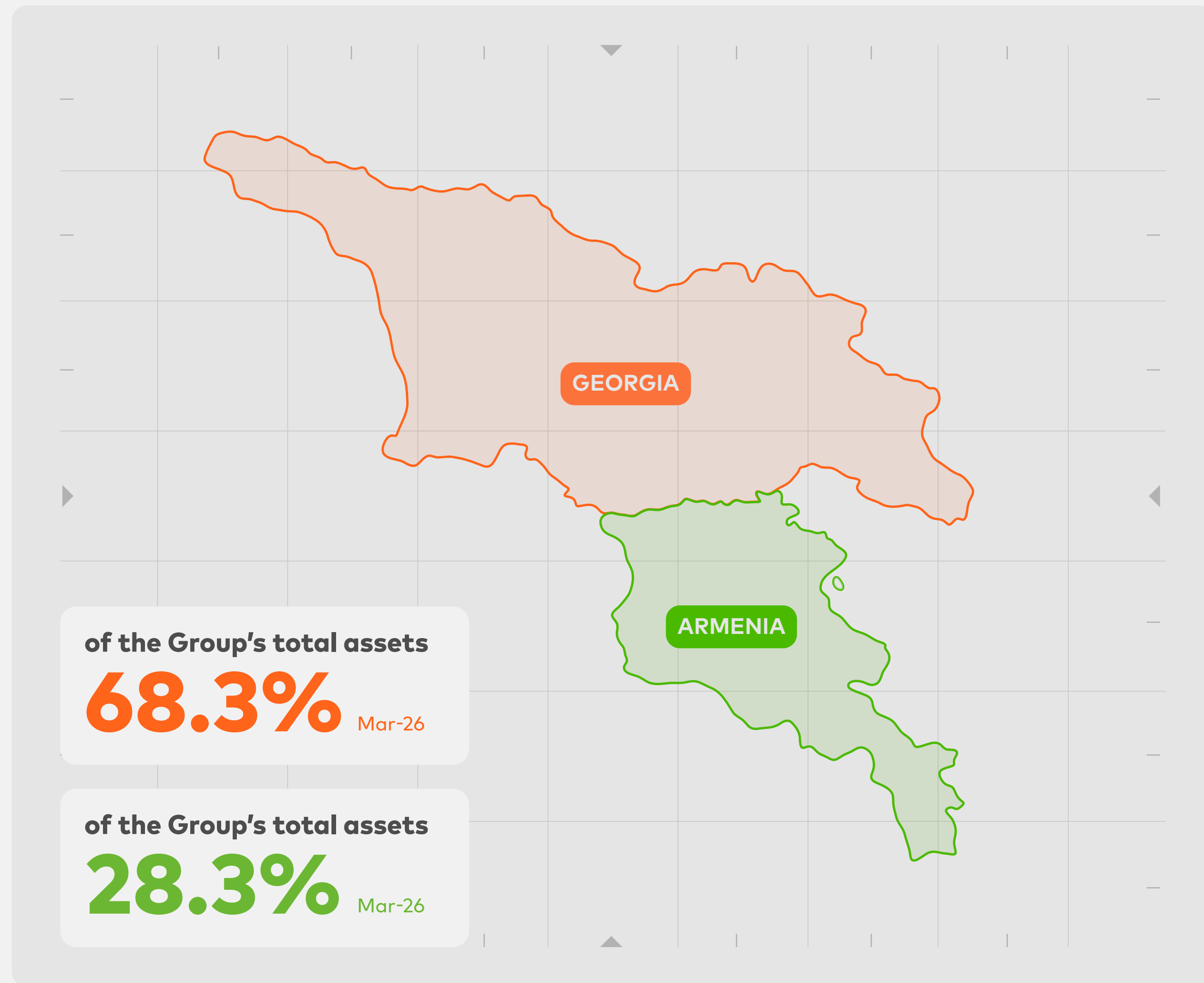


GROUP VISION AND STRATEGY

Archil Gachechiladze

CEO
Lion Finance Group

We are a FTSE-100 banking Group with leading positions in two high-growth markets



ROAE

29.3%

Average 2021-2025

Profit CAGR

31.8%

2021-2025

Total assets

\$22.6BN

Mar-26

Retail monthly active customers (MAC)

2.7M 2021-2025 CAGR +18.3%

Mar-26, Bank of Georgia and Ameriabank

Market share by loans

38.0% #1

Mar-26, Bank of Georgia

Market share by loans

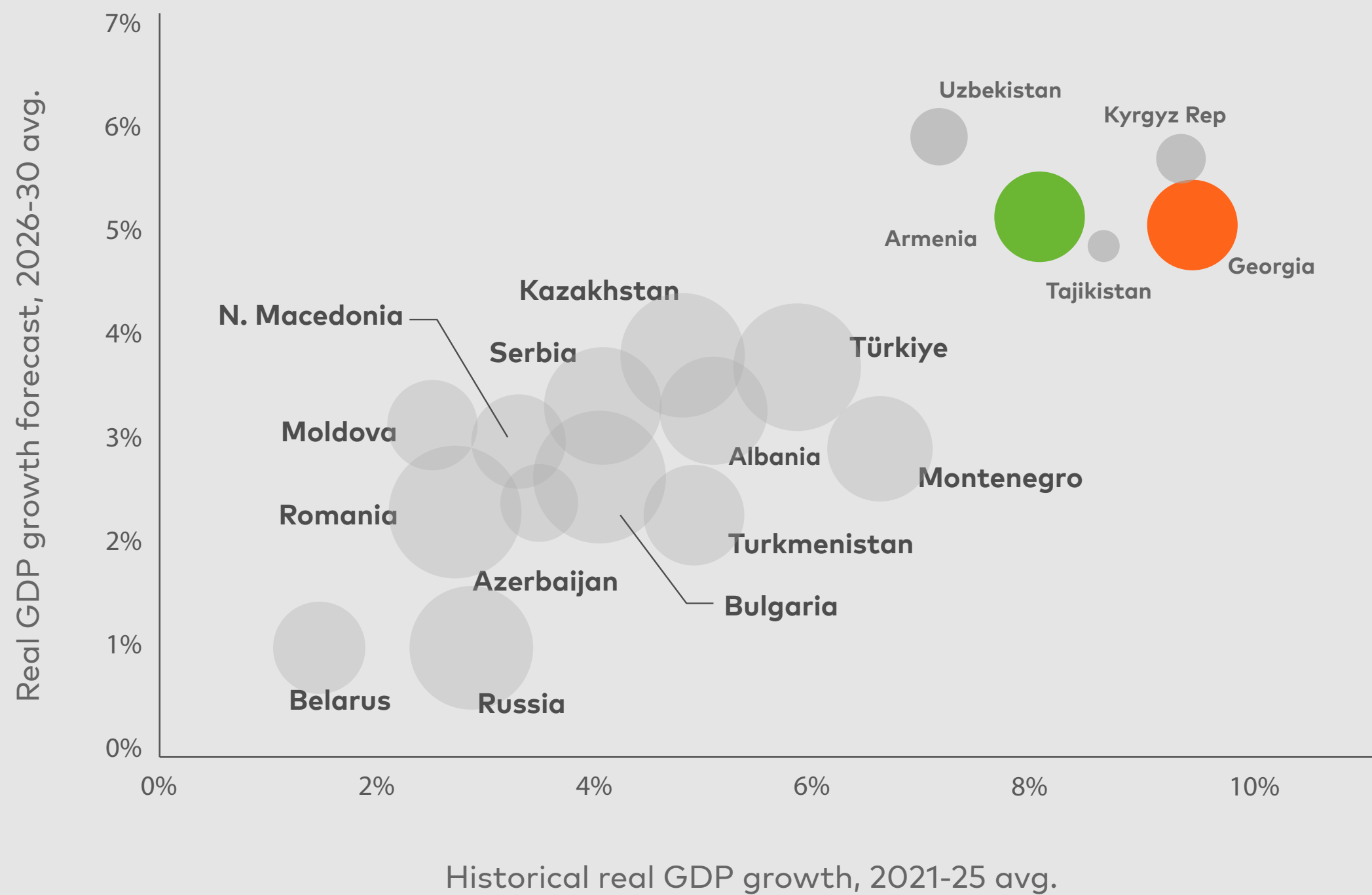
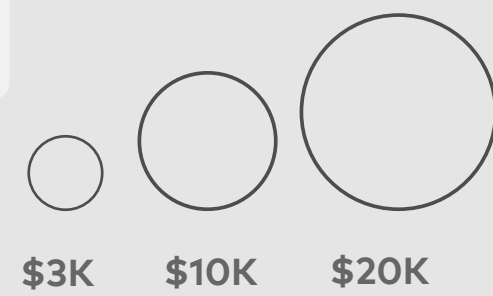
22.0% #1

Mar-26, Ameriabank

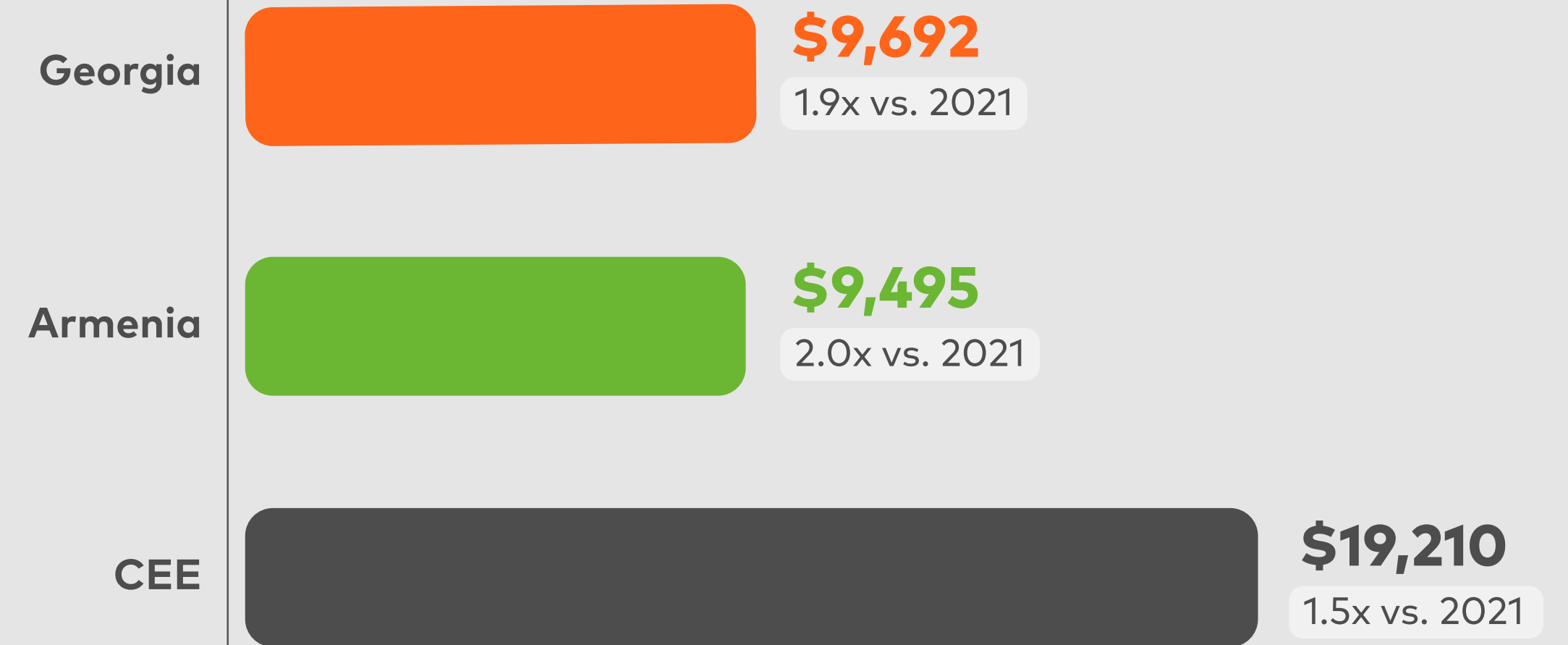
Two high-growth markets - projected to keep growing

Historical growth vs. outlook in peer countries

GDP per capita



GDP per capita, 2025

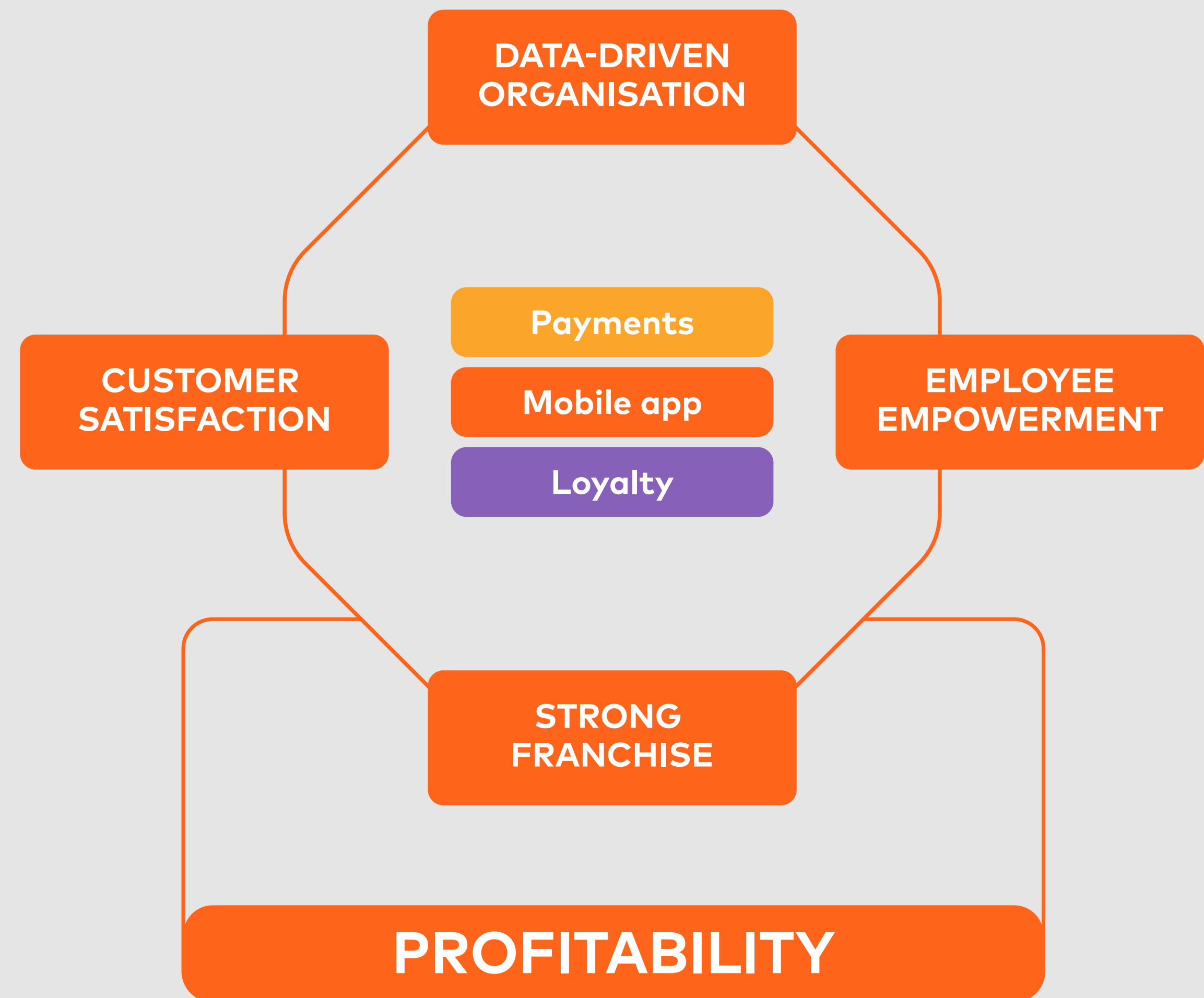


Lower base, higher growth - structural room to converge with peers

REWINDING TO 2020

We saw the most successful fintechs become central to customers' daily financial lives through superior customer focus and seamless digital experiences

We focused on delivering the same everyday relevance, backed by the resilience, profitability, and strong balance sheet of an established bank



Customer focus drives everything - culture, technology, and speed

01 We start with the customer – always

NPS tracked across every segment, and CSAT across every channel and product. Customer needs are surfaced in real time.

140K

avg. annual survey reach

600K

avg. annual Medallia* responses

02 All that data drives prioritisation

Every piece of customer feedback feeds directly into what we build next. Teams own their NPS and P&L, so prioritisation happens where insight is best understood.

04 From customer needs to live products - in days

Customer insight flows in continuously. Teams are empowered to act on it. The infrastructure is ours to move fast on.

3

Products and features shipped to customers daily, on average

03 In-house, by design

Ownership of core banking systems, customer-facing platforms, and critical infrastructure gives us full control over configuration and deployment.

Fully in-house

Our core and all key channels

Use cases of cutting edge technology, deployed today

Next Best Offer

NBO runs on continuously updated customer data - behavioural, transactional, and since 2025, conversational

Since 2025, inbound service calls are mined for leads via speech-to-text

+8% Non-credit sales uplift in digital (Mar-26)

+2% Non-credit sales uplift in branches (Mar-26)

Next-generation AI chatbot

We upgraded to **Georgian-language Generative AI chatbot**, delivering intelligent, personalised interactions

90% CSAT (1Q26 average)
(83% - 1Q25 average)

64% Full-service rate (1Q26 average)
(48% - 1Q25 average)

AI underwriting

Advanced AI models trained on high-quality customer data, accumulated through years of daily interaction, enable automated credit decisions

The result: **faster time to money for the customer**

100% Automation of consumer unsecured (2025 average)
(up from 99% in 2024)

27% Automation of mortgage and secured housing (2025 average)
(up from 7% in 2024)

Augmented agents in progress

We are piloting augmented agents across **data analytics and product development workflows**

Early results confirm:

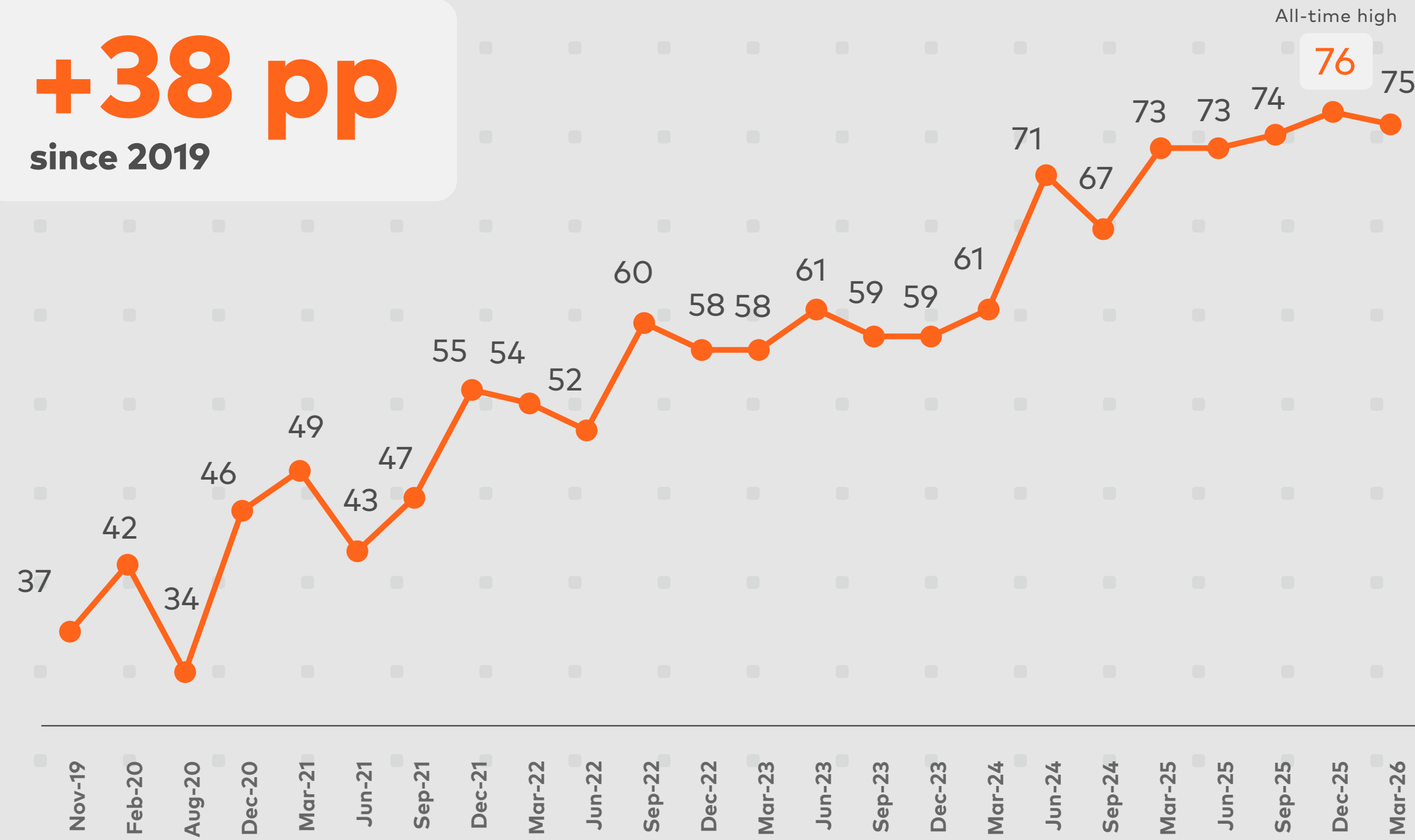
c.70% Expected engineering output uplift

c.50% Expected reduction in time to market

Customers tell us we're getting it right - every year, every channel

Overall NPS 2019 - 2026

+38 pp
since 2019



We measure granularly - across every channel and every product:

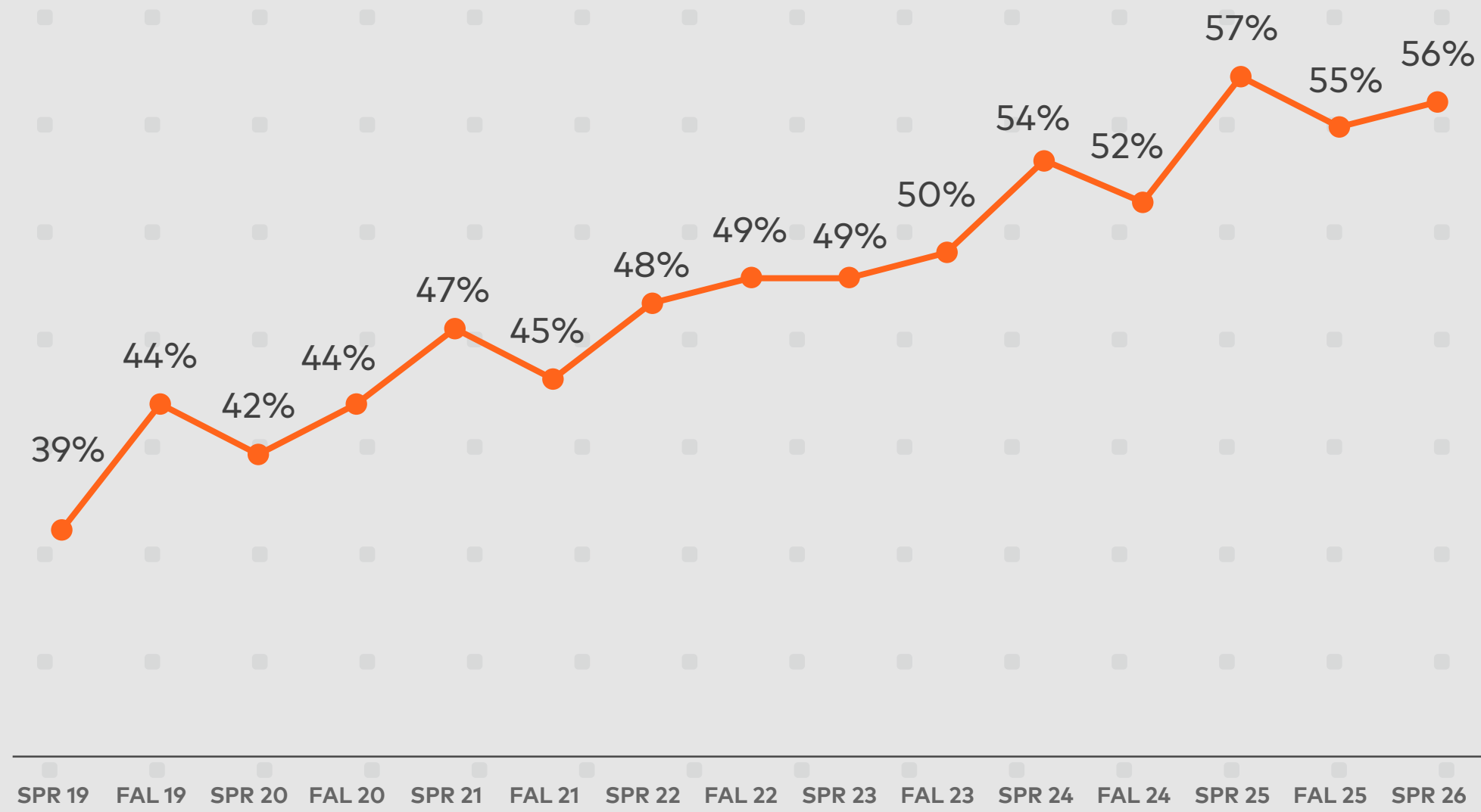
80%+

Average CSAT across key channels (1Q26)*

Top-of-mind, and most trusted bank in Georgia

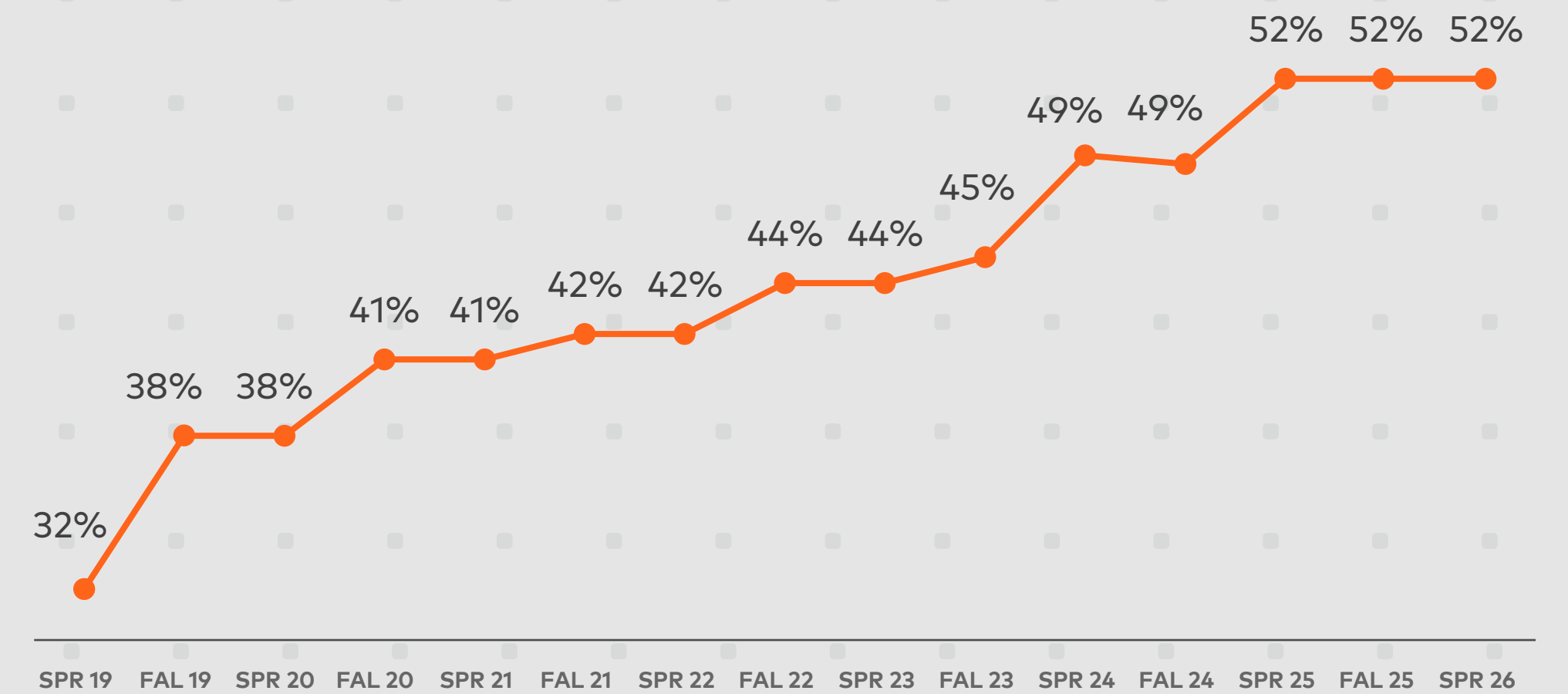
Top-of-mind 2019 – 2026

+17 pp
since 2019



Trust 2019 - 2026

+20 pp
since 2019

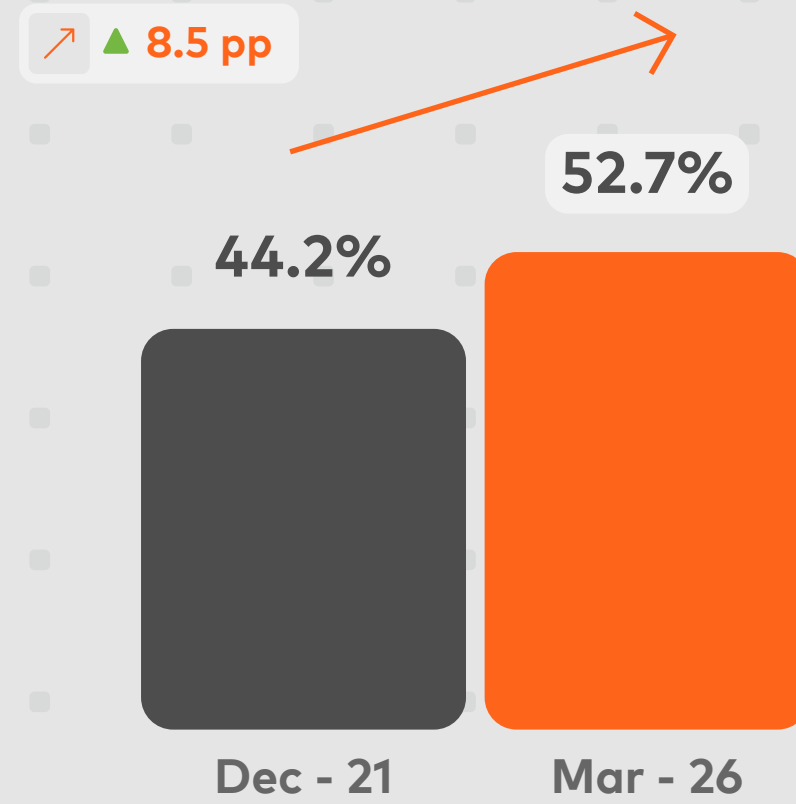


In our customers' hands, every single day

Daily engagement

52.7%

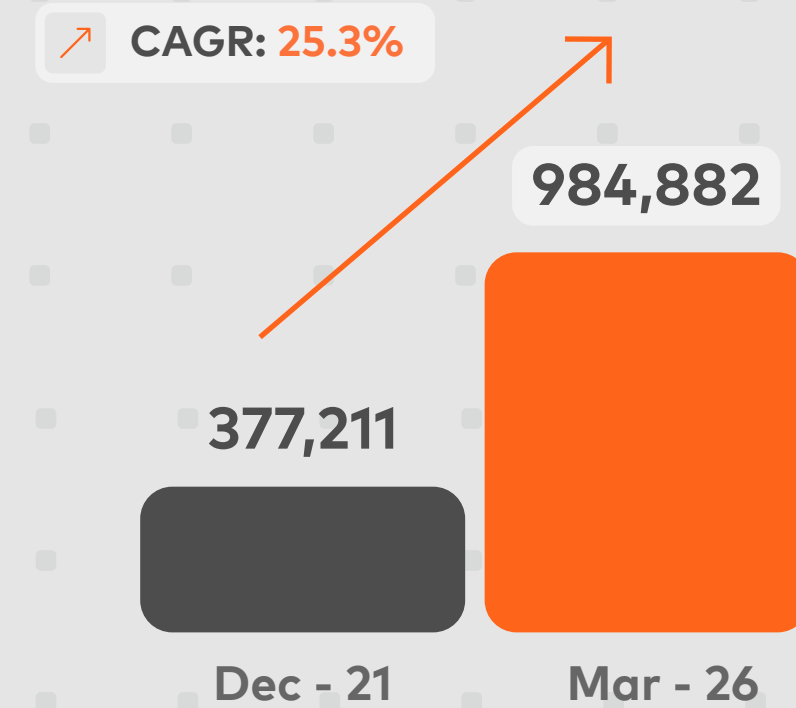
Digital DAU/
Digital MAU (retail)



25% of the population

985,000

Daily digitally active
users (retail)

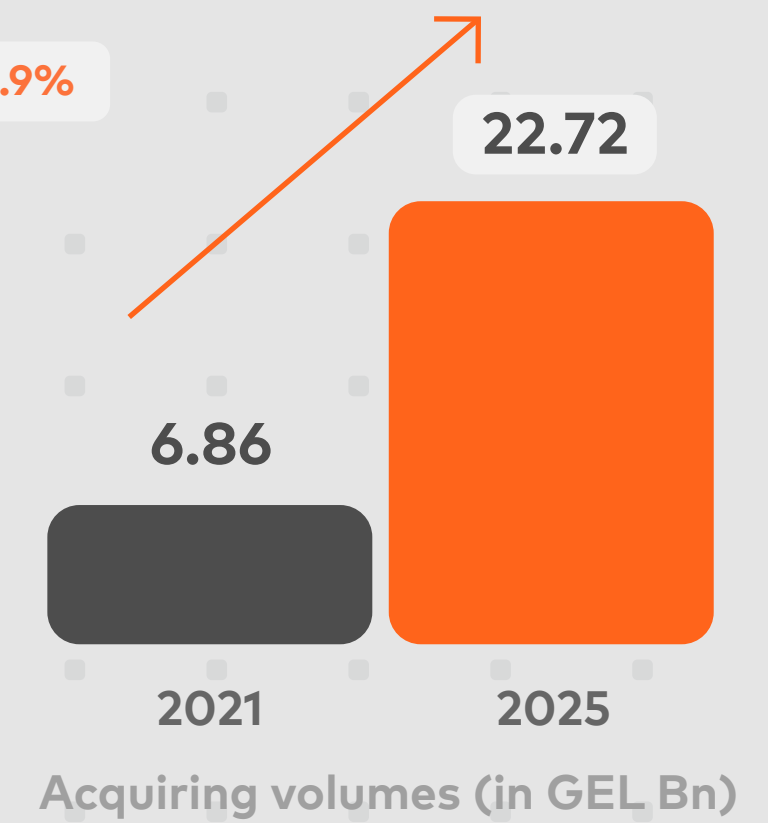


Payment dominance

56.7%

Acquiring market share
(1Q26)

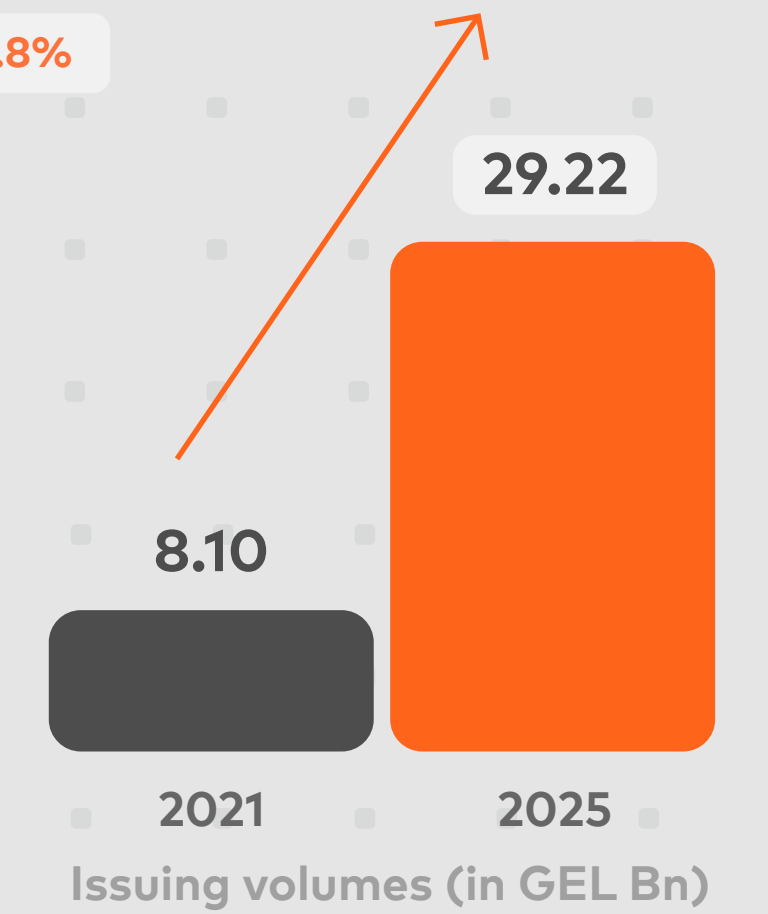
▲ CAGR: 34.9%



55.8%

Issuing market share
(1Q26)

▲ CAGR: 37.8%

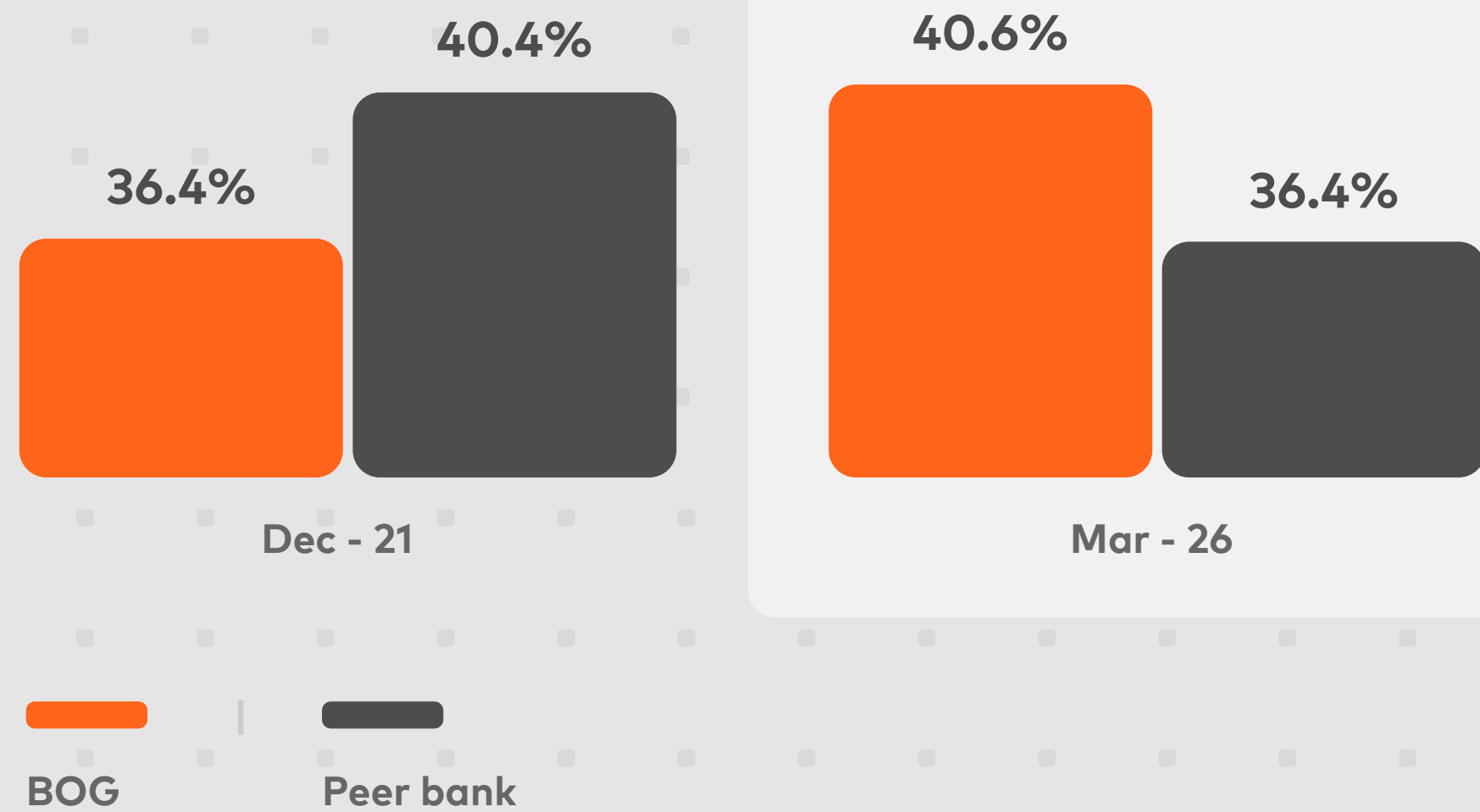


Daily engagement compounds into market dominance

Total deposits, market share

+420 bps

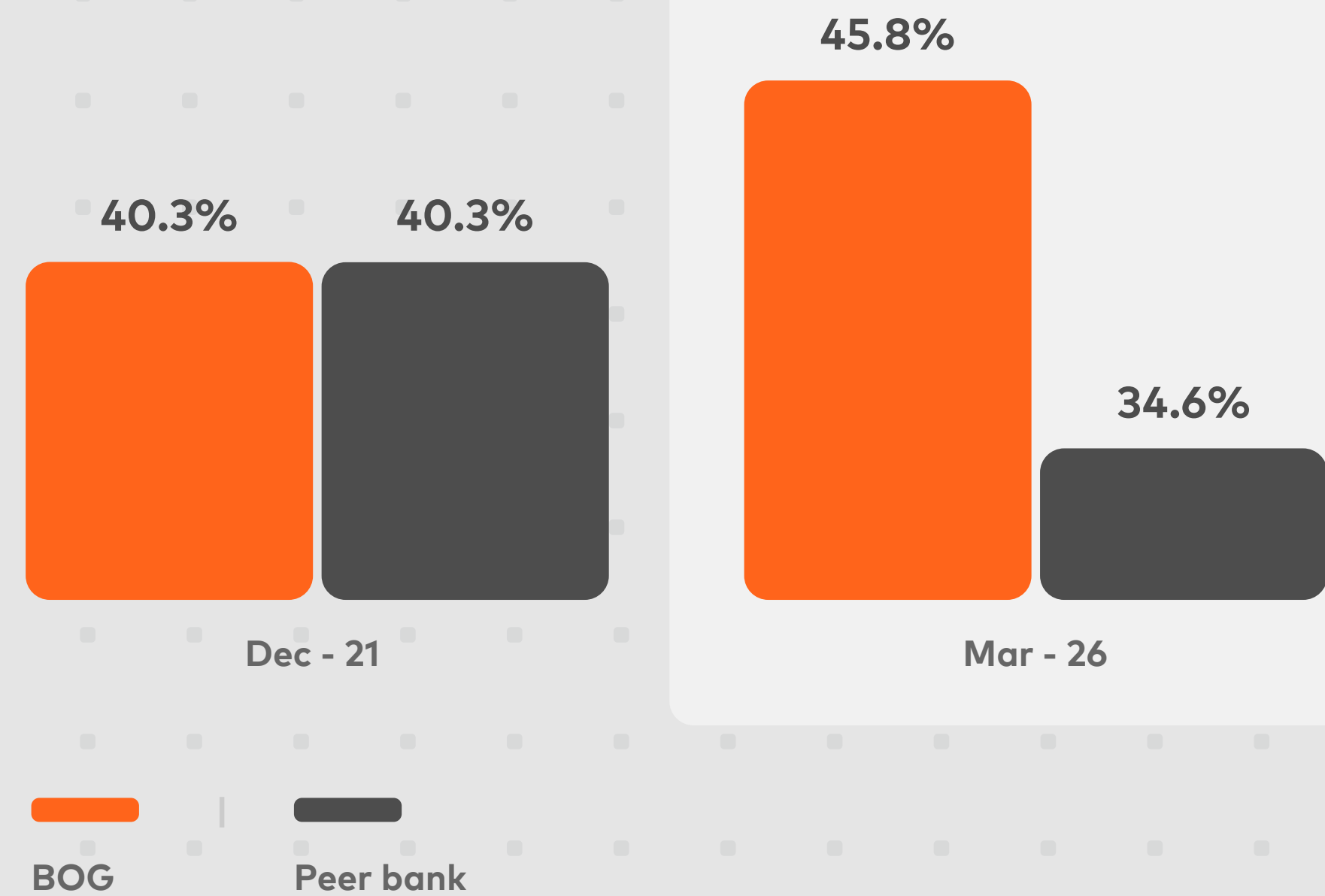
ahead of the closest peer – up from 400 bps behind in 2021



Individuals' deposits, market share

+1,120 bps

ahead of the closest peer – from the same level in 2021



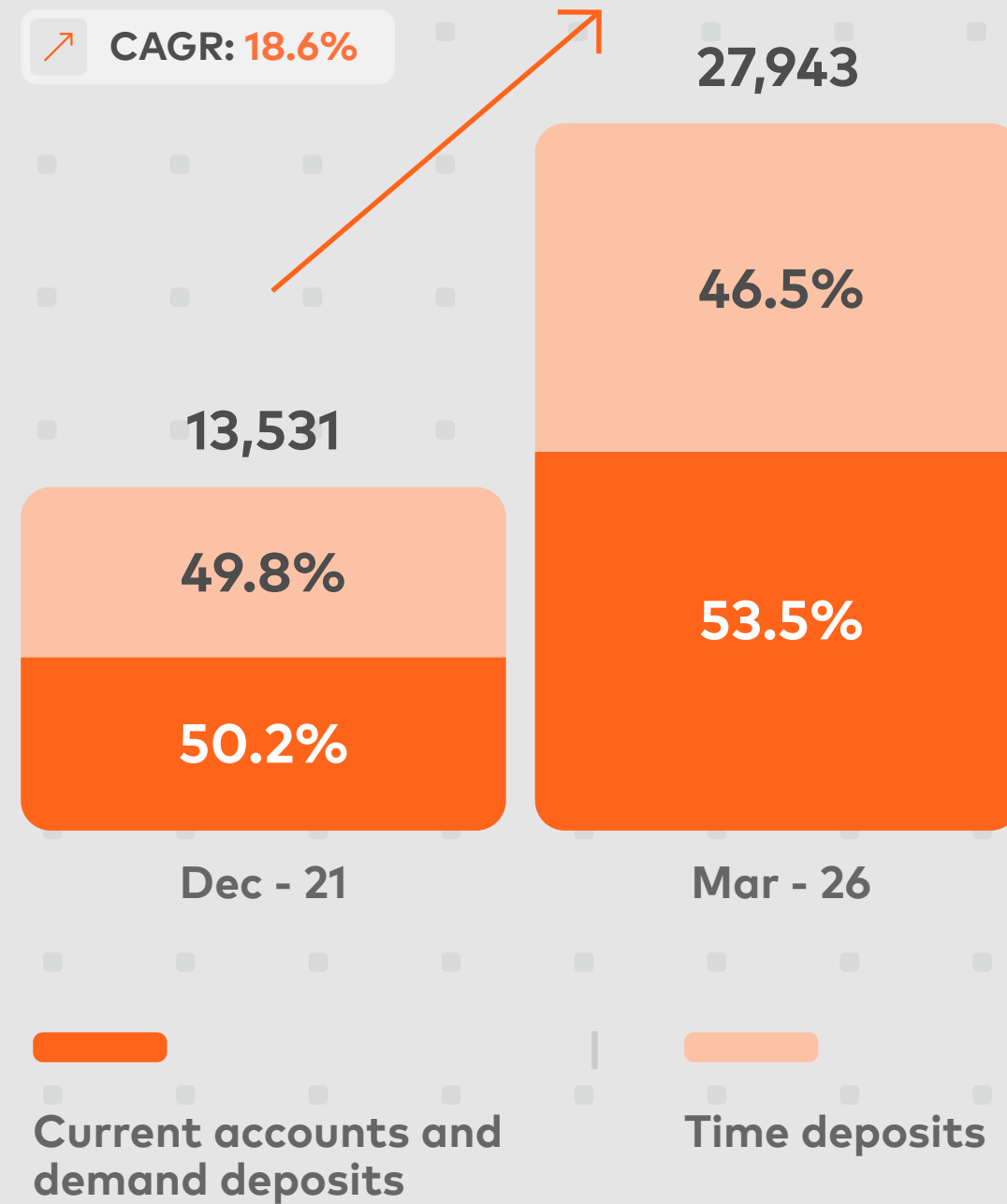
That dominance translates into a structural funding advantage

All currency data are in GEL m unless otherwise stated

Deposit base

+20.4%

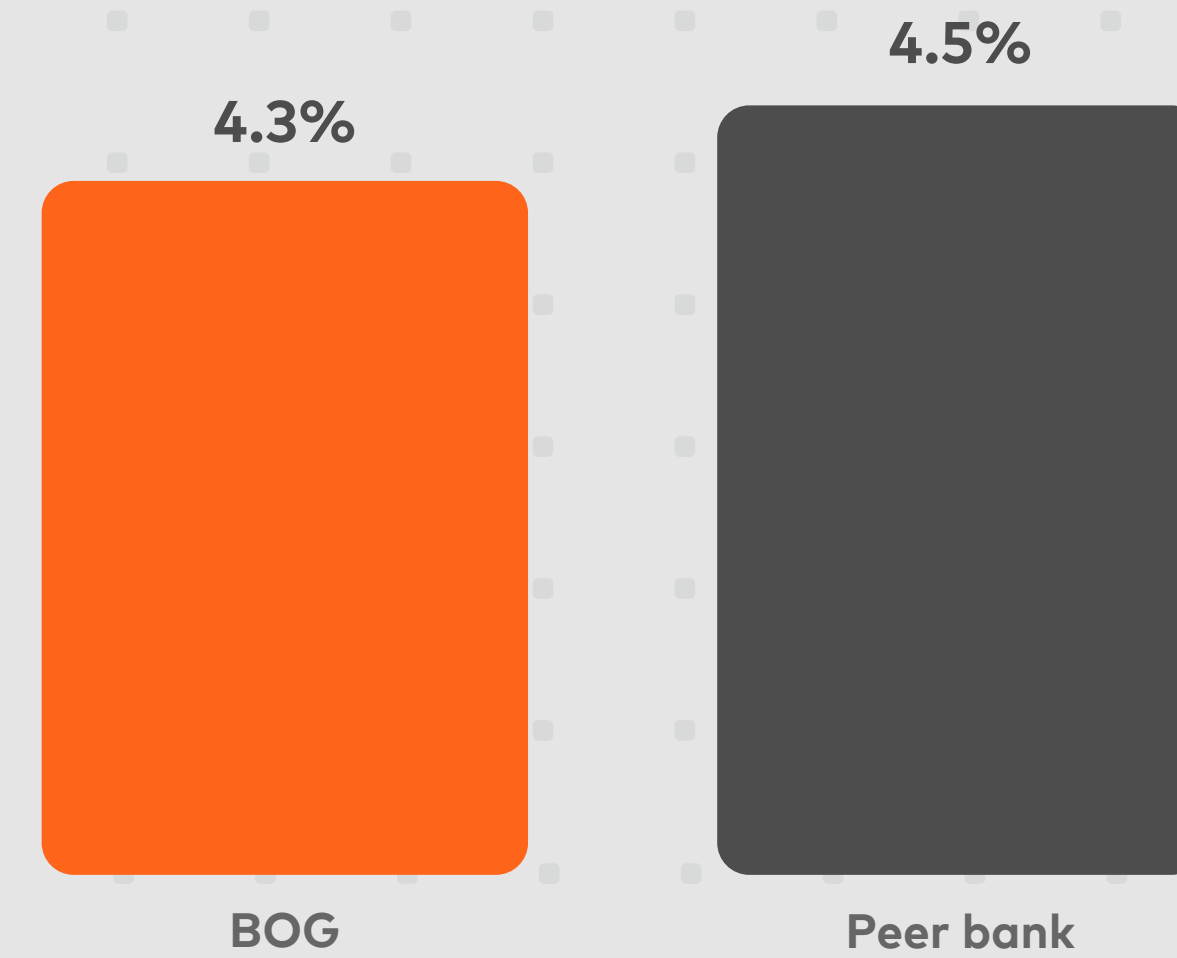
Current and demand deposits CAGR



Cost of deposits (2023-2025 average)

20 bps

Cheaper deposits – BOG's 3-year average cost of deposits (4.3%) vs. the peer bank (4.5%)

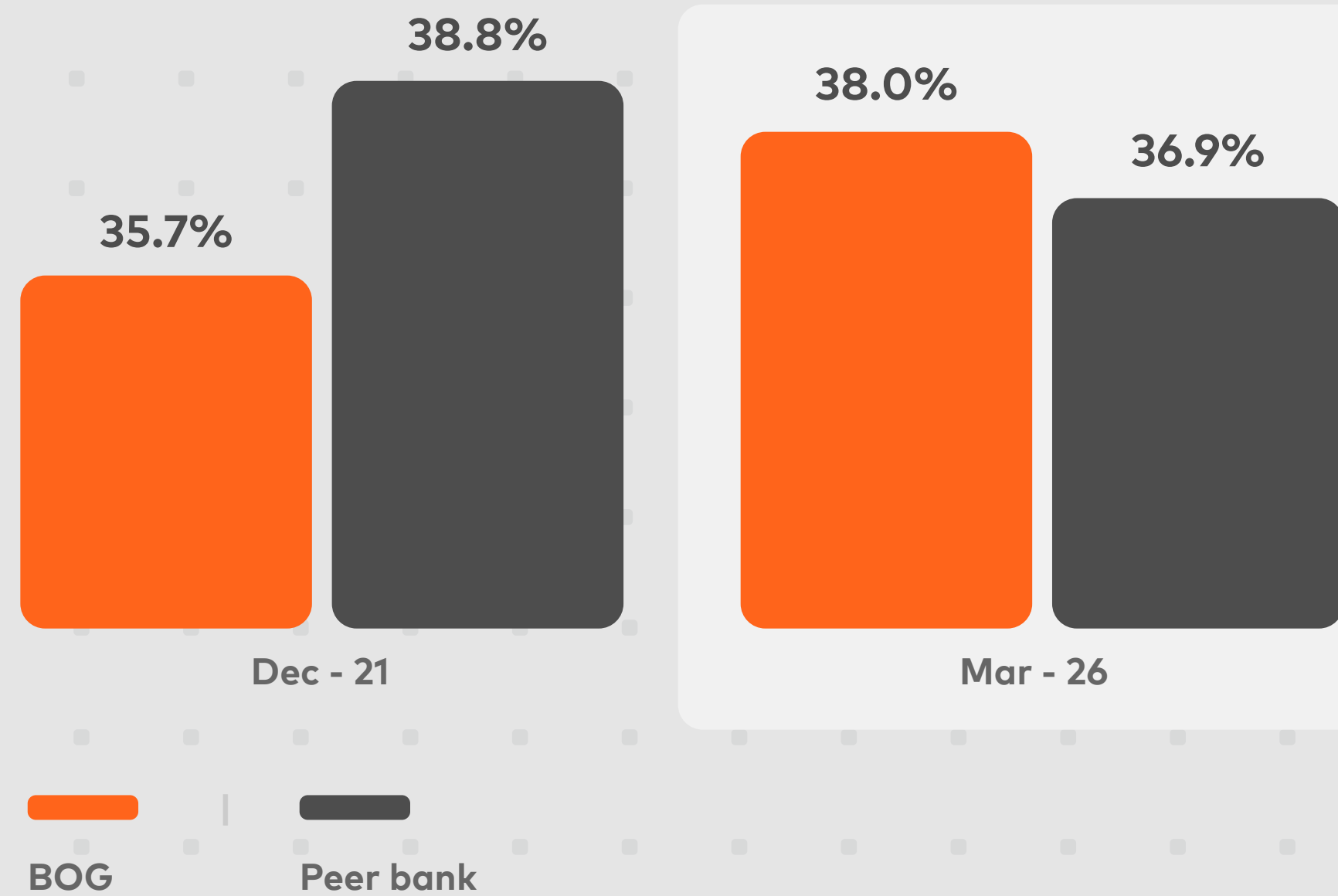


| We lend more, to the people we know best

Gross loans, market share

+110 bps

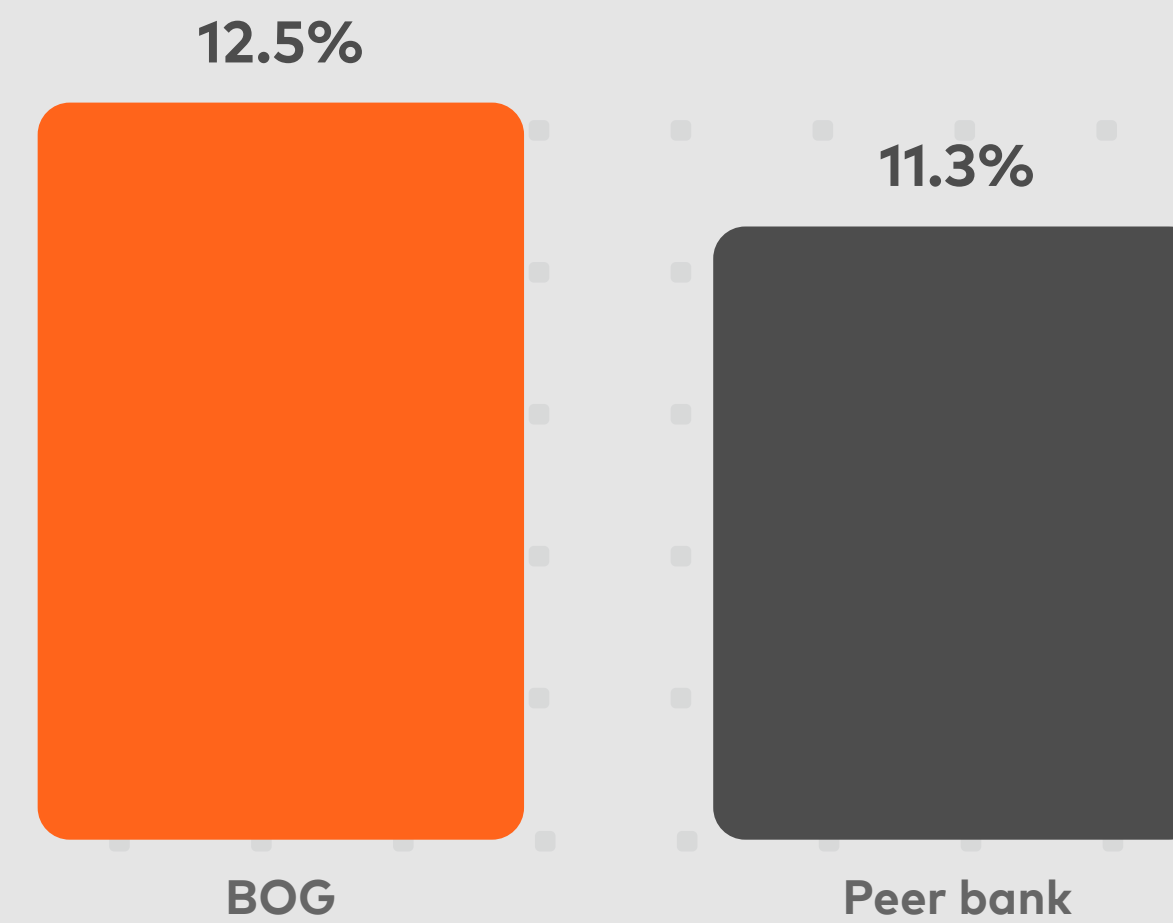
Ahead of the closest peer – up from 310 bps behind in 2021



Loan yield (2023-2025 average)

120 bps

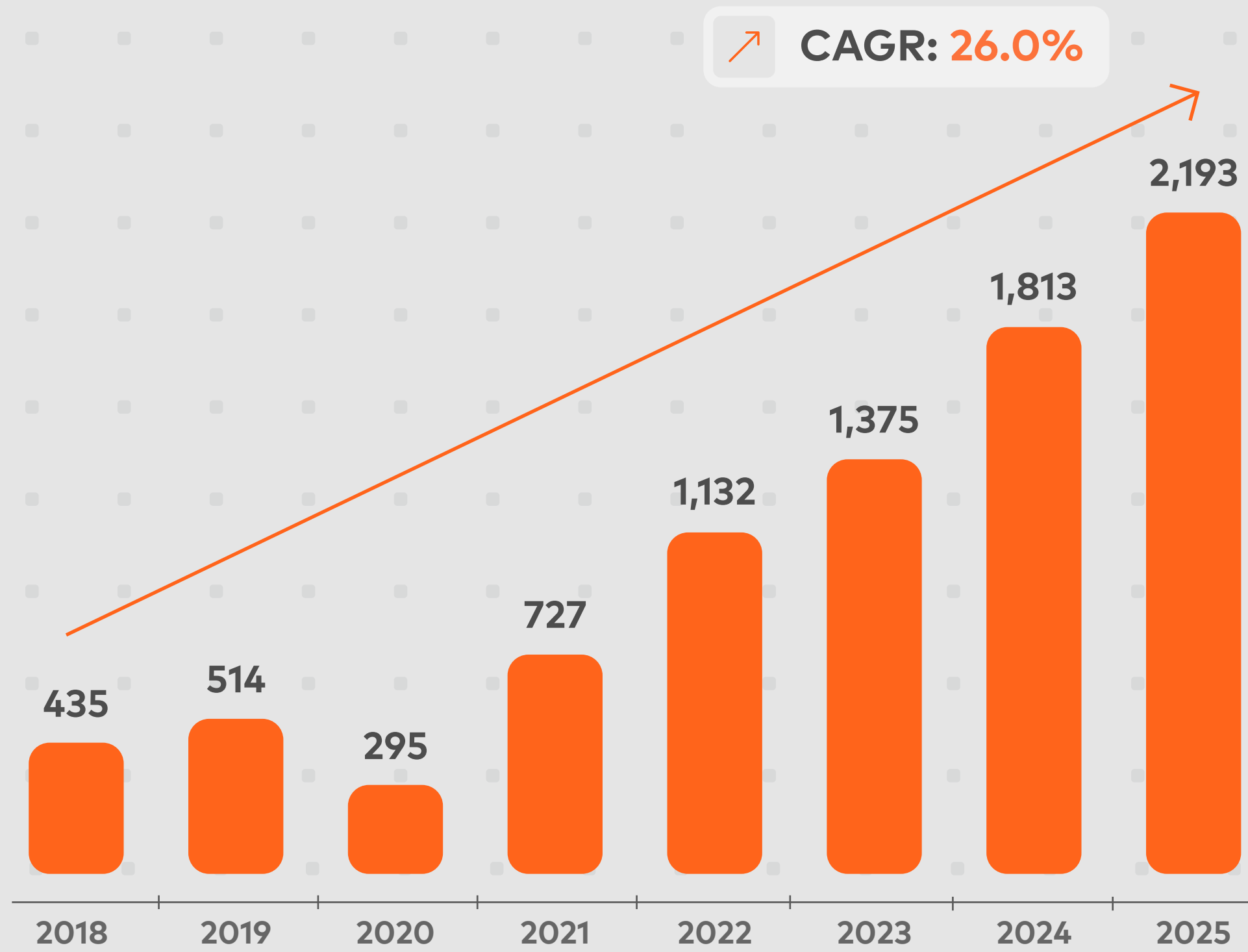
Higher – BOG's 3-year average loan yield (12.5%) vs. the peer bank (11.3%)



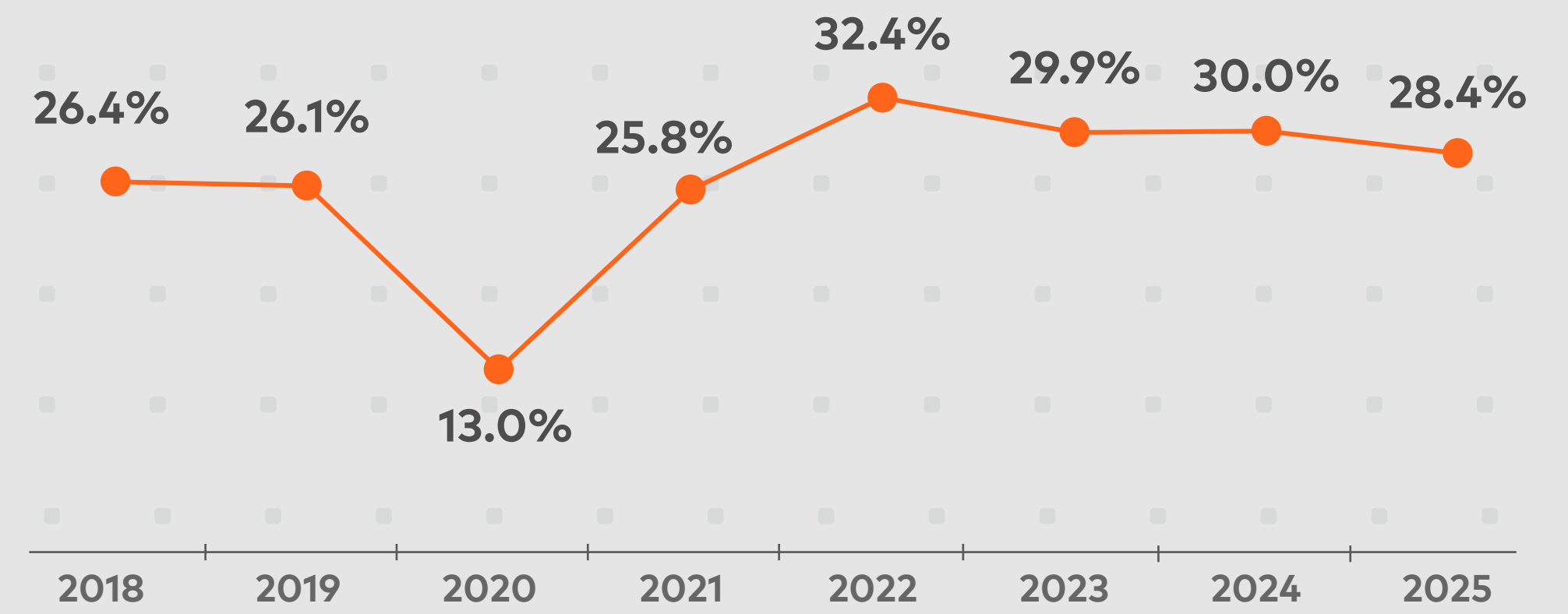
■ We have delivered 5x more profit after demerger

All currency data are in GEL m unless otherwise stated

Profit¹ (before one-offs)



ROAE¹ (adjusted for one-offs)



Armenia: a strong franchise, and a long mass retail runway in a fragmented market

A leading franchise

Already earning premium returns

#1

By loans

#2

By deposits

20%+

ROAE in 2025, 2024,
2023 and 2022

Leader

In corporate and
mass retail, with further
growth upside

#2 by
Top-of-Mind

in Armenia

With more room to run

Digital MAU (individuals) as % of population (Mar-26)

Ameriabank

12%

Bank of Georgia

48%

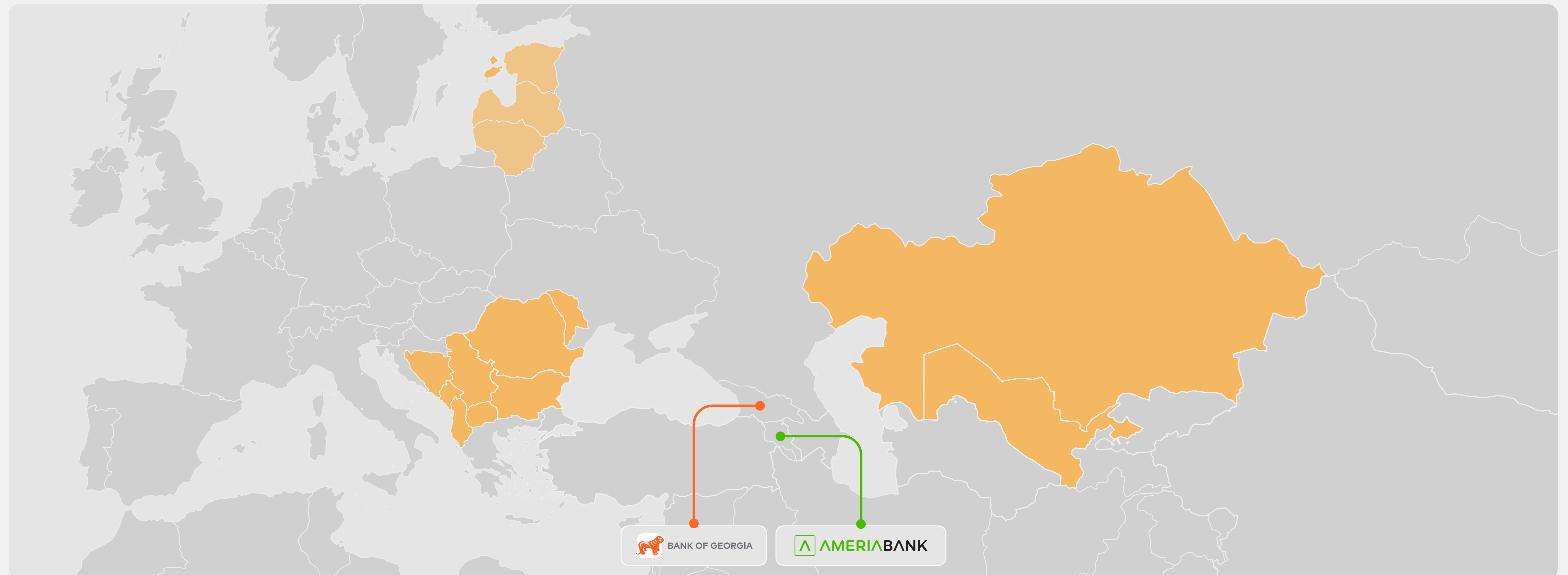
12% in Armenia, 48% in Georgia.
The same playbook, four times the runway

Looking ahead: our vision is to build the leading banking Group in the region - and we know exactly what it takes

**Attractive
macro story**

**Strong
starting franchise**

**Prudent risk
management**



How we're building a regional banking Group

01

DEEPEN THE FRANCHISE IN GEORGIA

Adjacent services – wealth management, insurance marketplace, brokerage

Deeper relationships – hyper-personalisation, more products per customer

Broader reach – underpenetrated populations, digital adoption, SME daily banking

The trust is already there. We are building on it

02

ACCELERATE IN ARMENIA

The same playbook, with **four times** the runway

Armenia is one of the region's most exciting growth stories

The market is fragmented, the economy is performing well, and only 12% of the population is our Digital MAU – in Georgia, that number is 48%

A compelling growth engine for the Group

03

REPLICATE BEYOND

One acquisition done right

The criteria are clear and the playbook travels – we'll move again when the time and target are right

Disciplined replication – on our terms, at our pace

A profitable, well-capitalised, FTSE-100-listed banking Group

Technology-driven innovation

Market-leading customer franchises

Prudent risk management

Governance to the highest standard



THANK YOU



ENDNOTES

1. ONE-OFF ITEMS:

FY25: A one-off item totalling GEL 29.6m was recorded, relating to the Group's revised accounting treatment of annual discretionary share-based awards (Employee Stock Ownership Plan, or ESOP), accelerating expense recognition to reflect services rendered prior to the official grant date and resulting in a one-off ESOP catch-up recognised in 4Q25. As a result, a one-off expense of GEL 29.1m was recognised in the GFS segment and GEL 0.5m in the Other businesses division, allocated proportionately based on the respective service contributions. Salaries and other employee benefits, operating expenses and all subsequent lines, as well as ROAA, ROAE and Cost:income ratio were adjusted for this one-off in 4Q25 and for the FY25 period.

FY24: One-off items totalling GEL 672.2m were recorded in AFS, comprising GEL 668.8m in 1Q24, GEL 0.7m in 2Q24, and GEL 2.7m in 4Q24, covering Ameriabank's bargain purchase gain and acquisition-related costs. Operating income before cost of risk, as well as ROAA and ROAE, were adjusted for these one-offs in 1Q24, 2Q24 and 4Q24 and accordingly for the FY24 period.

FY23: One-off item of GEL 22.6m was recorded, reflecting other income related to the fair value revaluation of the receivable from a legacy claim settlement. Net other income and subsequent lines, as well as ROAA, ROAE and Cost: income, were adjusted for this item.

FY22: In FY22, one-off items totaling GEL 311.8m (net) were recorded. These comprised GEL 391.1m in other income from the settlement of a legacy claim and a one-off GEL 79.3m income tax expense related to amendments to the corporate taxation model in Georgia. Net other income and subsequent lines were adjusted for the GEL 391.1m legacy claim settlement, while the income tax expense line was adjusted for the GEL 79.3m one-off tax charge. ROAA and ROAE were adjusted for both items (net impact of GEL 311.8m), while the cost:income ratio was adjusted for the GEL 391.1m other income only.

Disclaimer

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