

BANKING BUSINESS

CREDIT RISK OVERVIEW

Speaker: Giorgi Chiladze, CRO, JSC Bank of Georgia

BGEO Investor Day

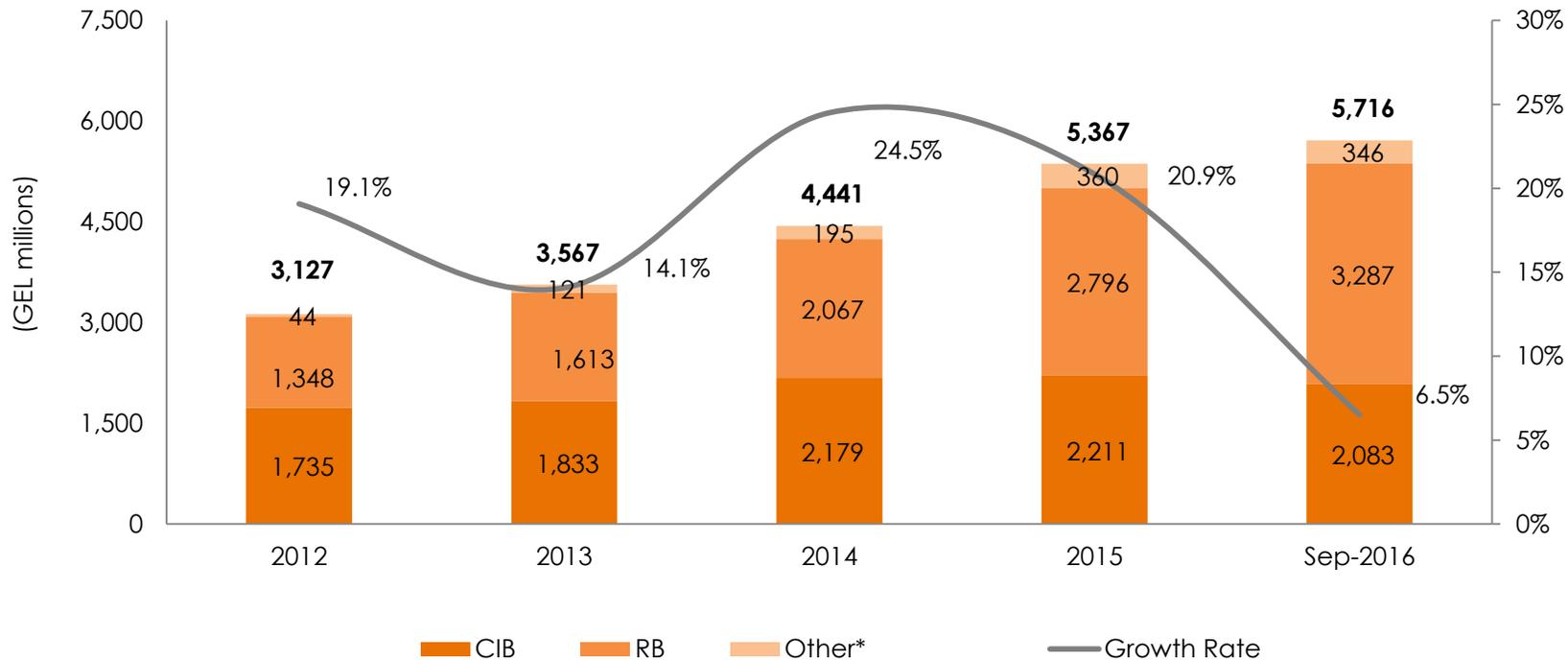
22 November 2016

Tbilisi, Georgia

Loan portfolio overview

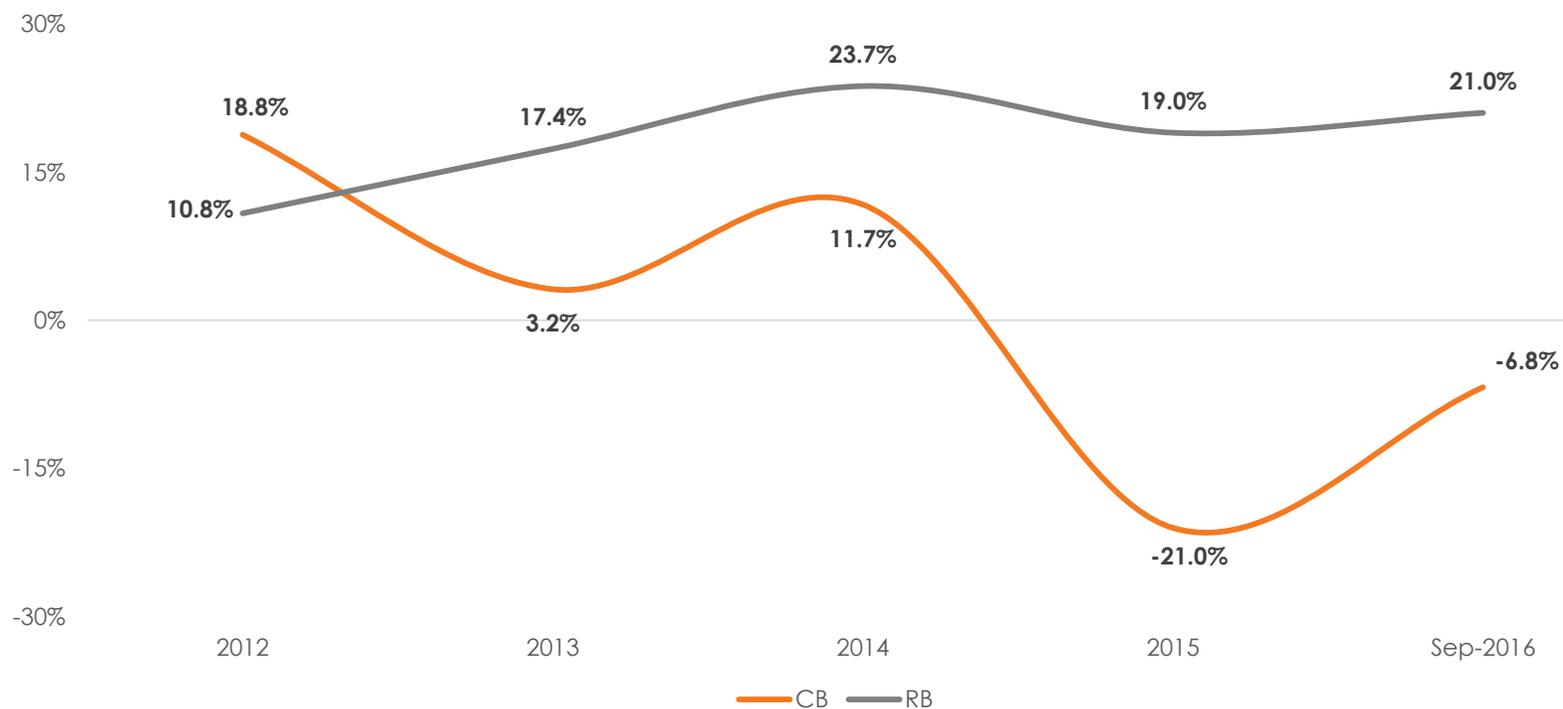
Cost of risk

Net Loan Portfolio



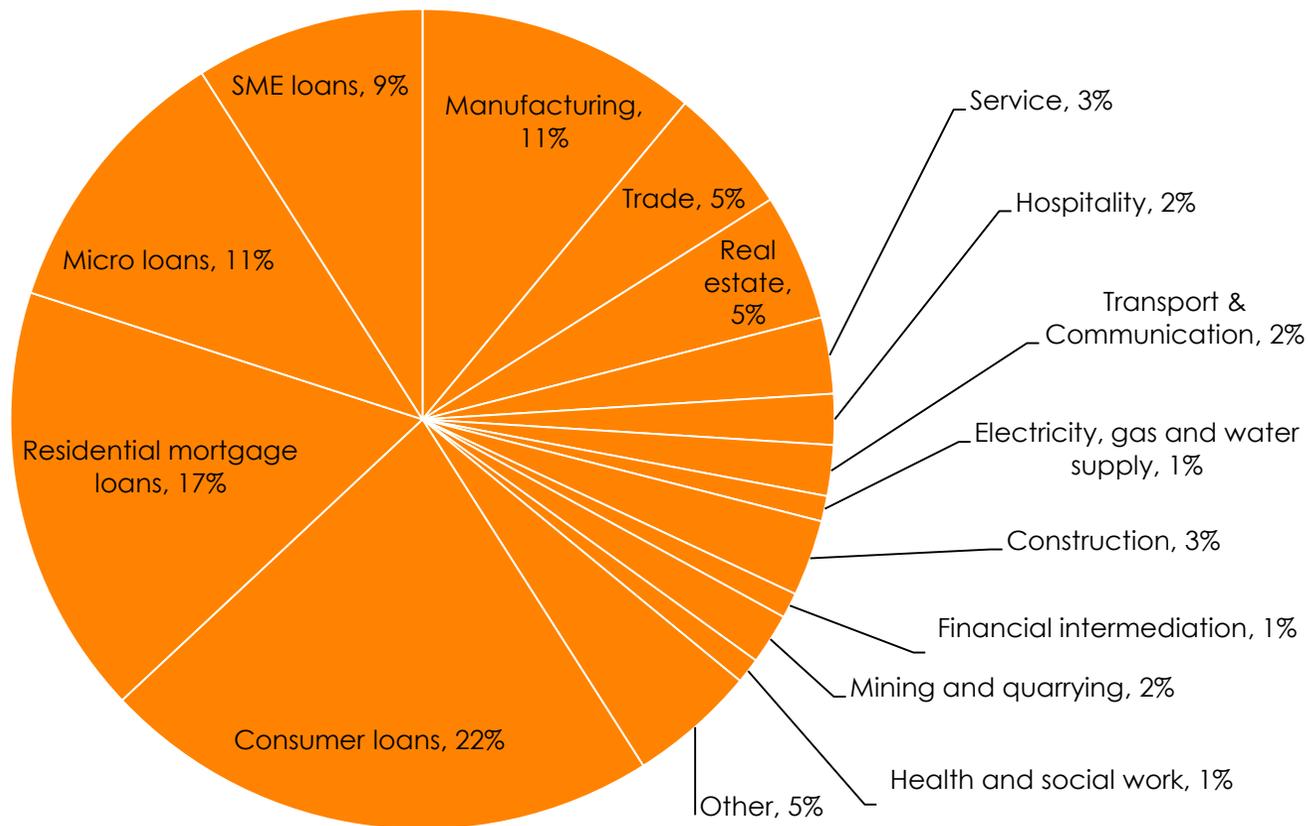
* Other mainly includes BNB, GLC and Banking Business Eliminations

Loan growth rates (constant currency basis)



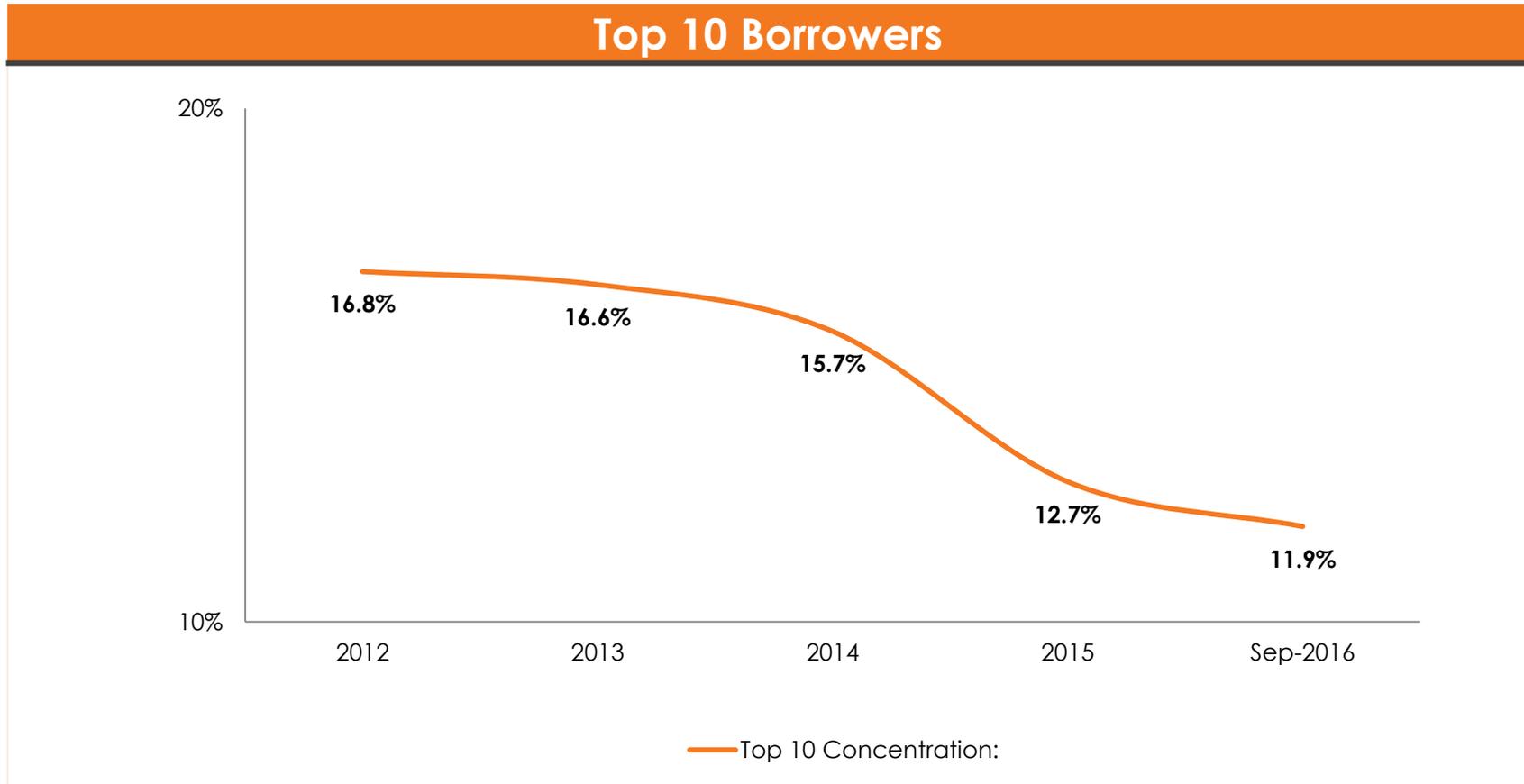
- RB Loan Book growth of 21% (favorably compares to 2015 19% rate on a constant currency basis)
- CB Loan Book declined by 7%. (favorably compares to 21% decline in 2015 on a constant currency basis)

Loan Book Breakdown by Sectors



- Micro & SME and Residential Mortgages – Growth Drivers;
- Sectors with Most Growth Potential : Energy(HPPs), Tourism(Hotels), Healthcare, Real Estate

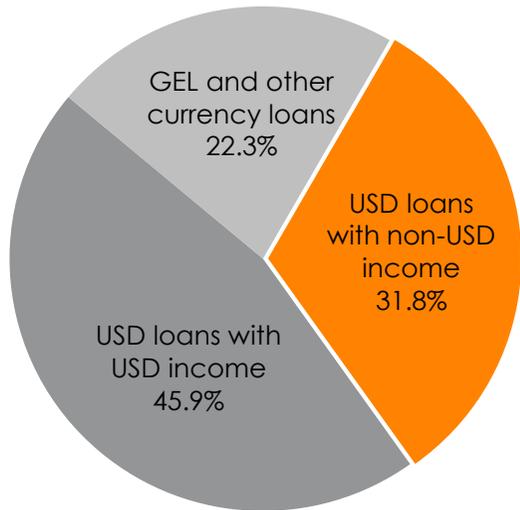
Top 10 Borrowers



- There are about 465 Borrowers in CB

Corporate Banking

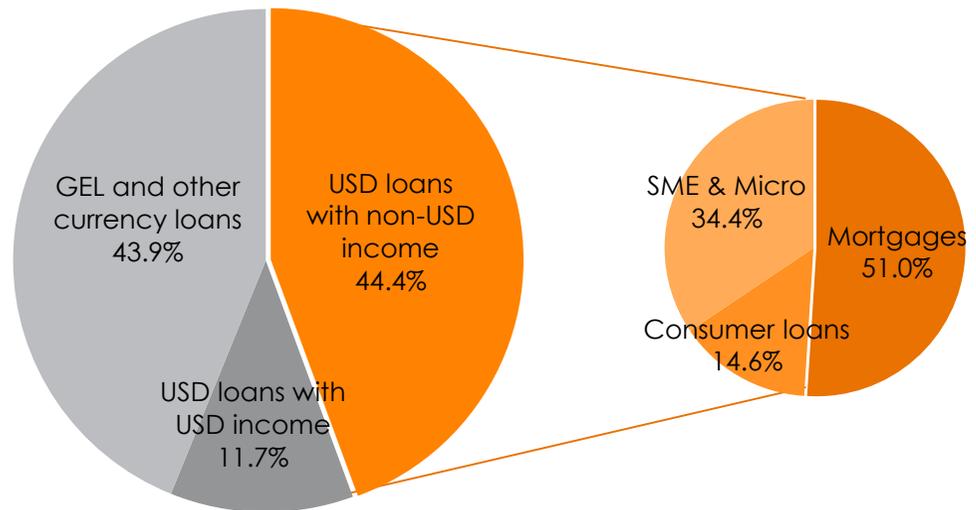
CB loan portfolio breakdown by currency
2,217m GEL Gross Loan Portfolio



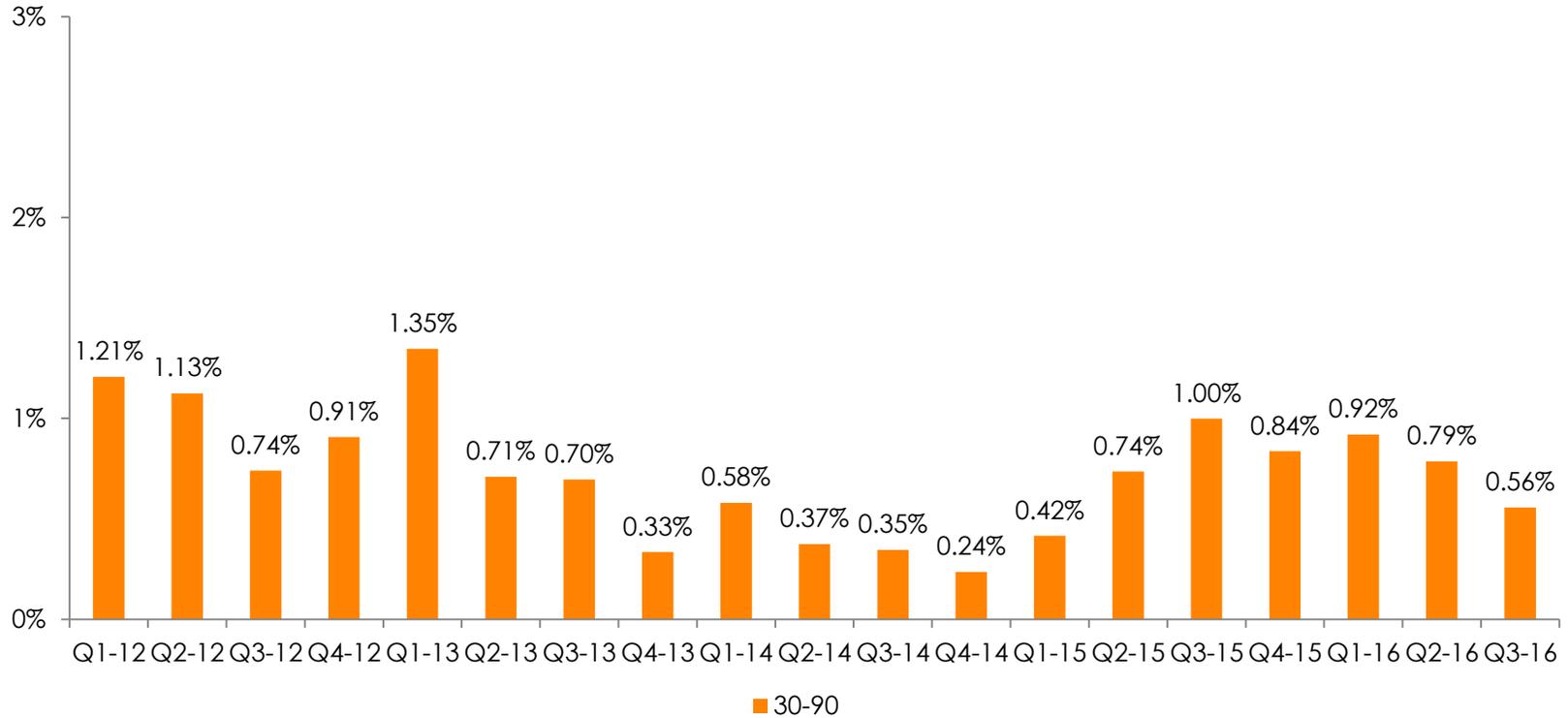
Retail Banking

RB loan portfolio breakdown by currency
3,352m GEL Gross Loan Portfolio

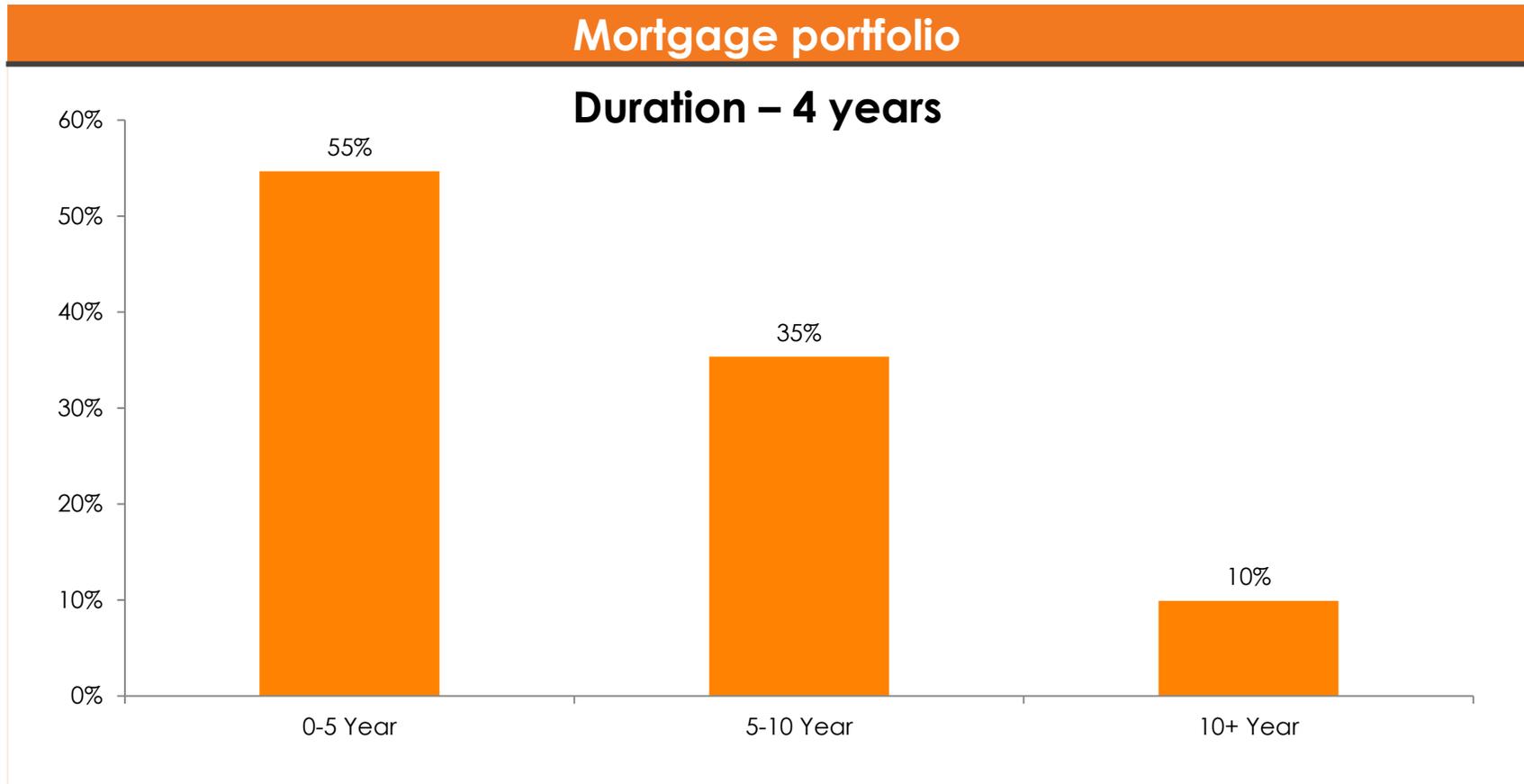
USD loans with non-USD income
1,488m GEL Gross Loan Portfolio



Mortgage portfolio

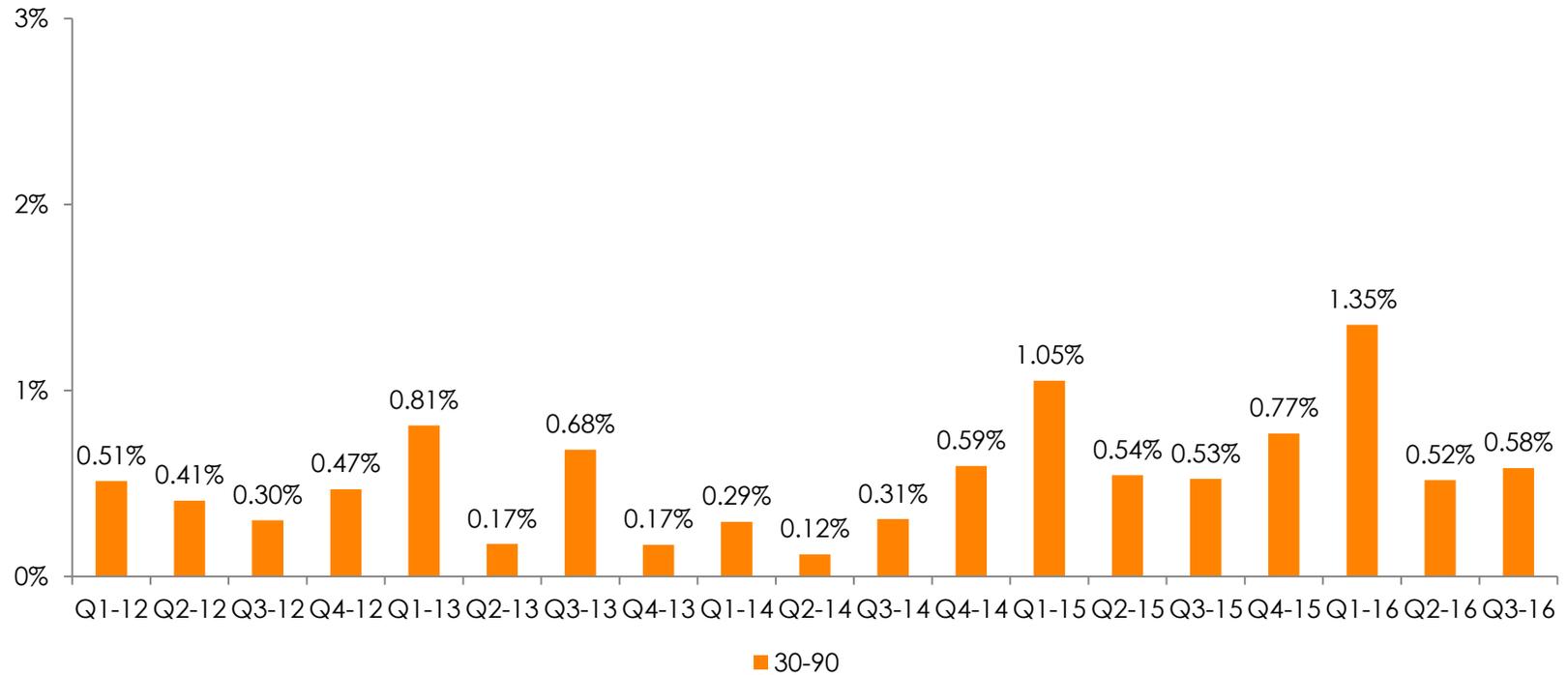


- Based on Standalone BOG Data
- Only Foreign Currency Loans

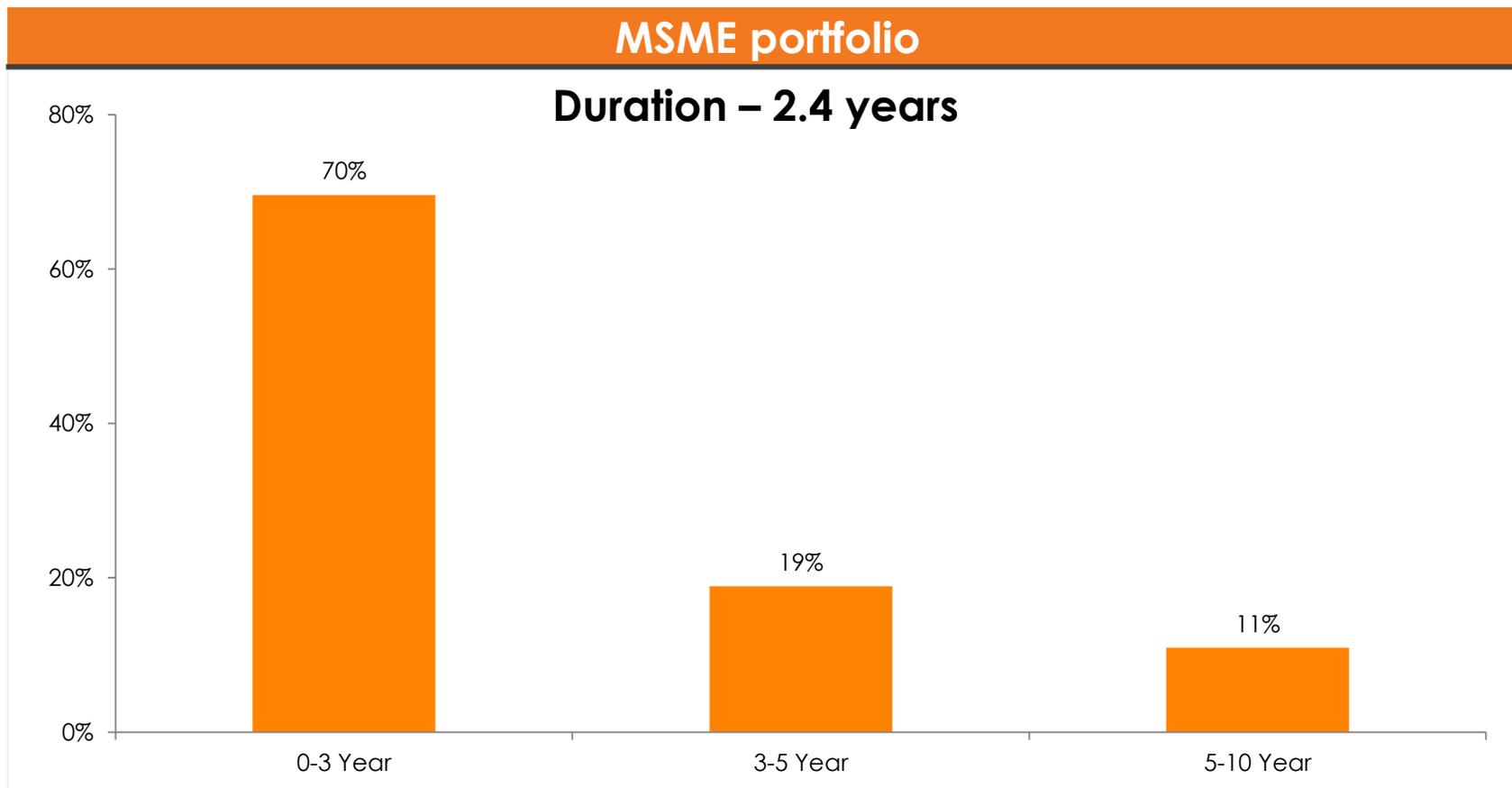


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- Only Foreign Currency Loans.

MSME portfolio

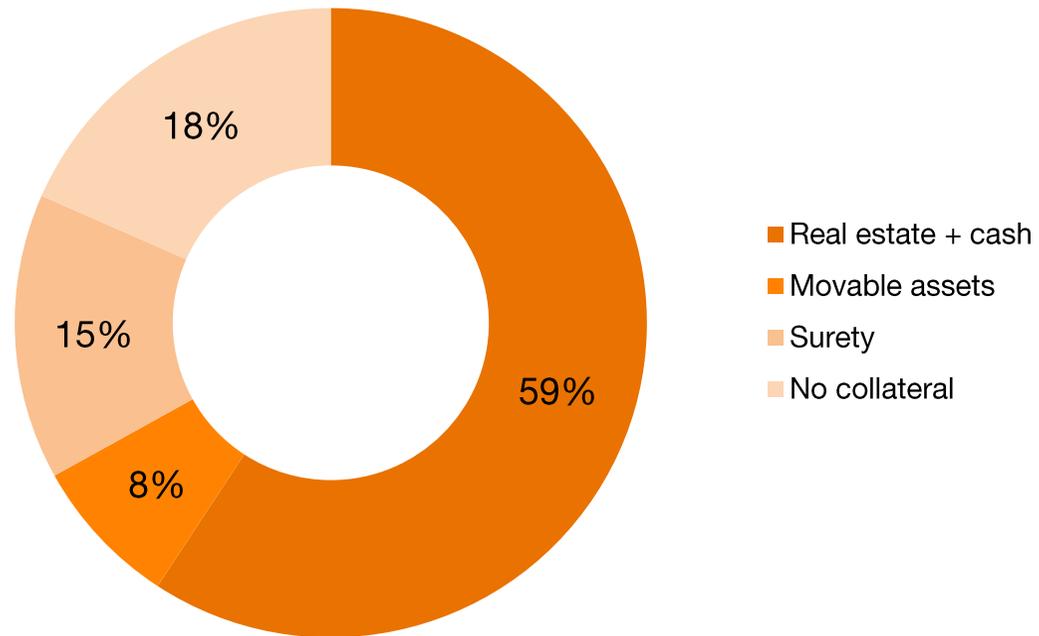


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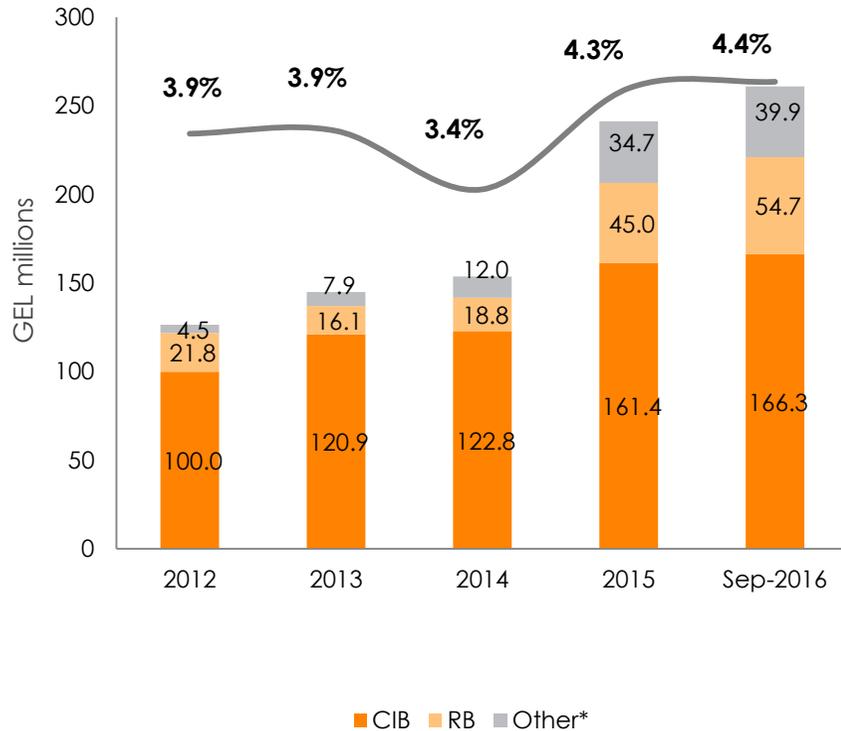


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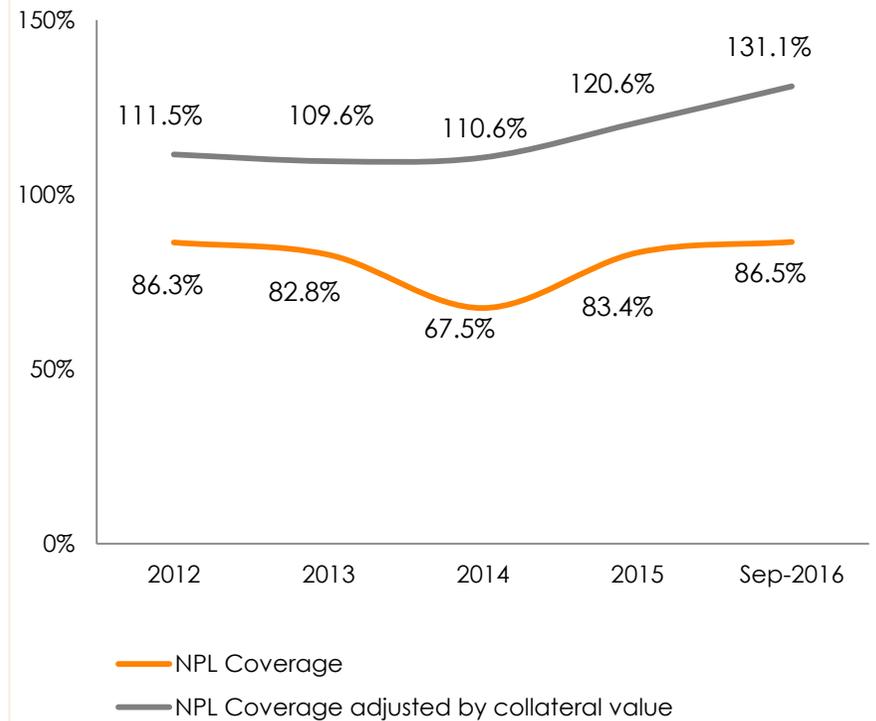
Total Loan Book By Collateral Types



NPLs

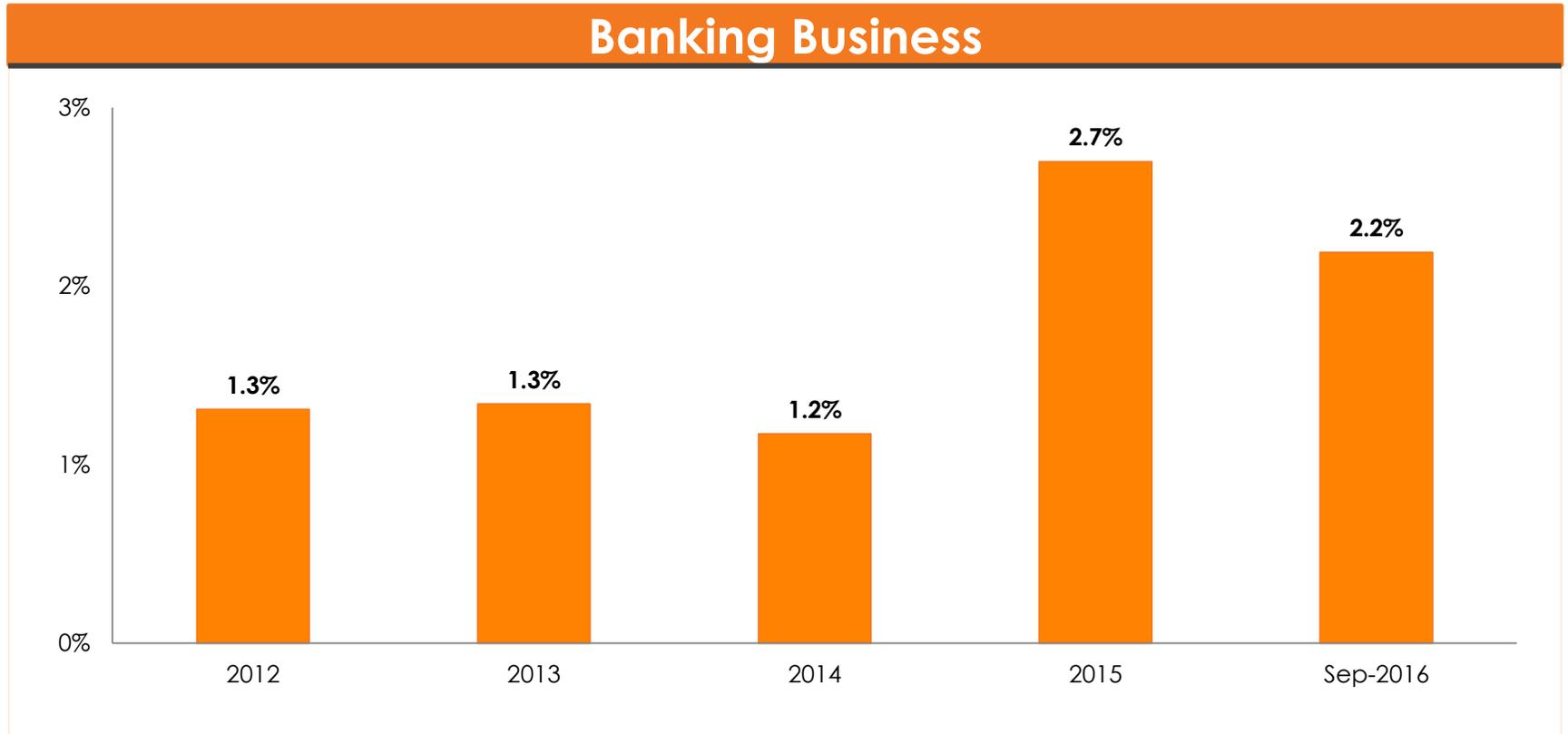


NPL Coverage



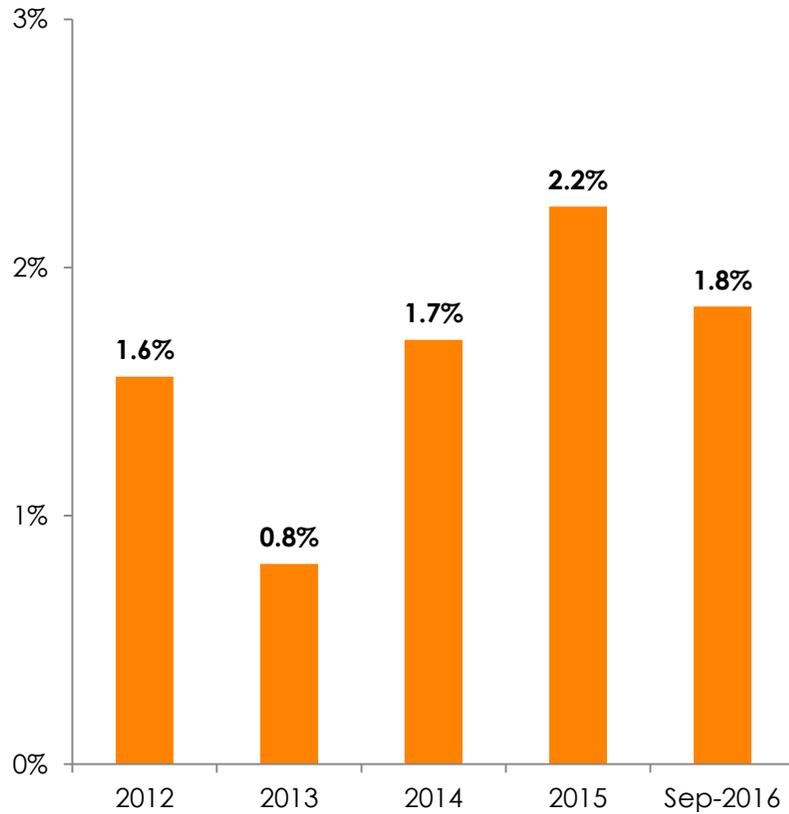
Loan portfolio overview

Cost of risk

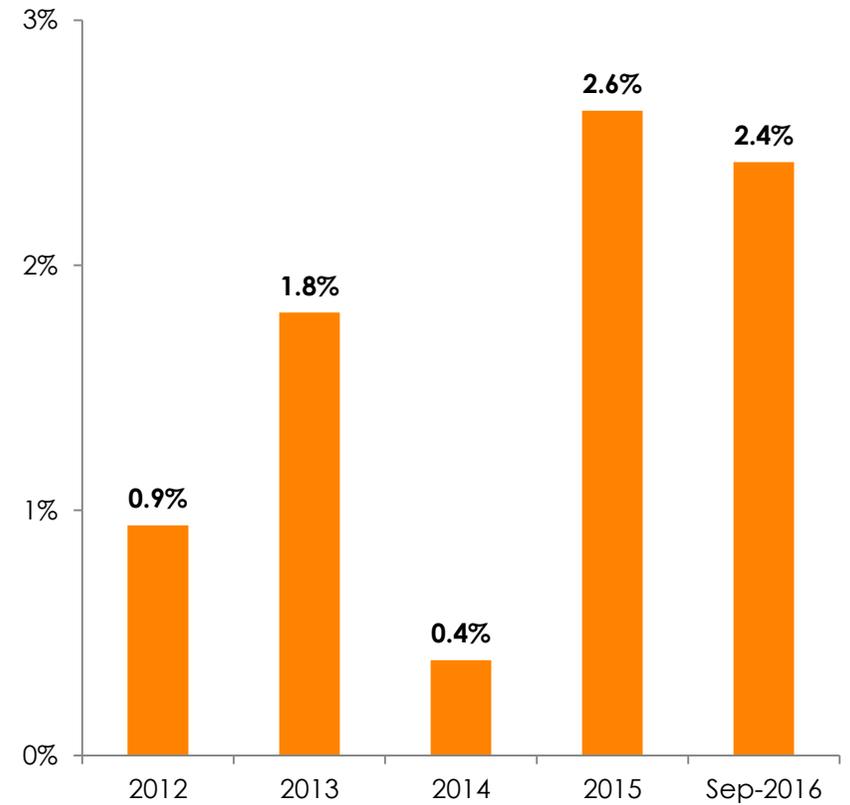


Cost of Risk by Segments

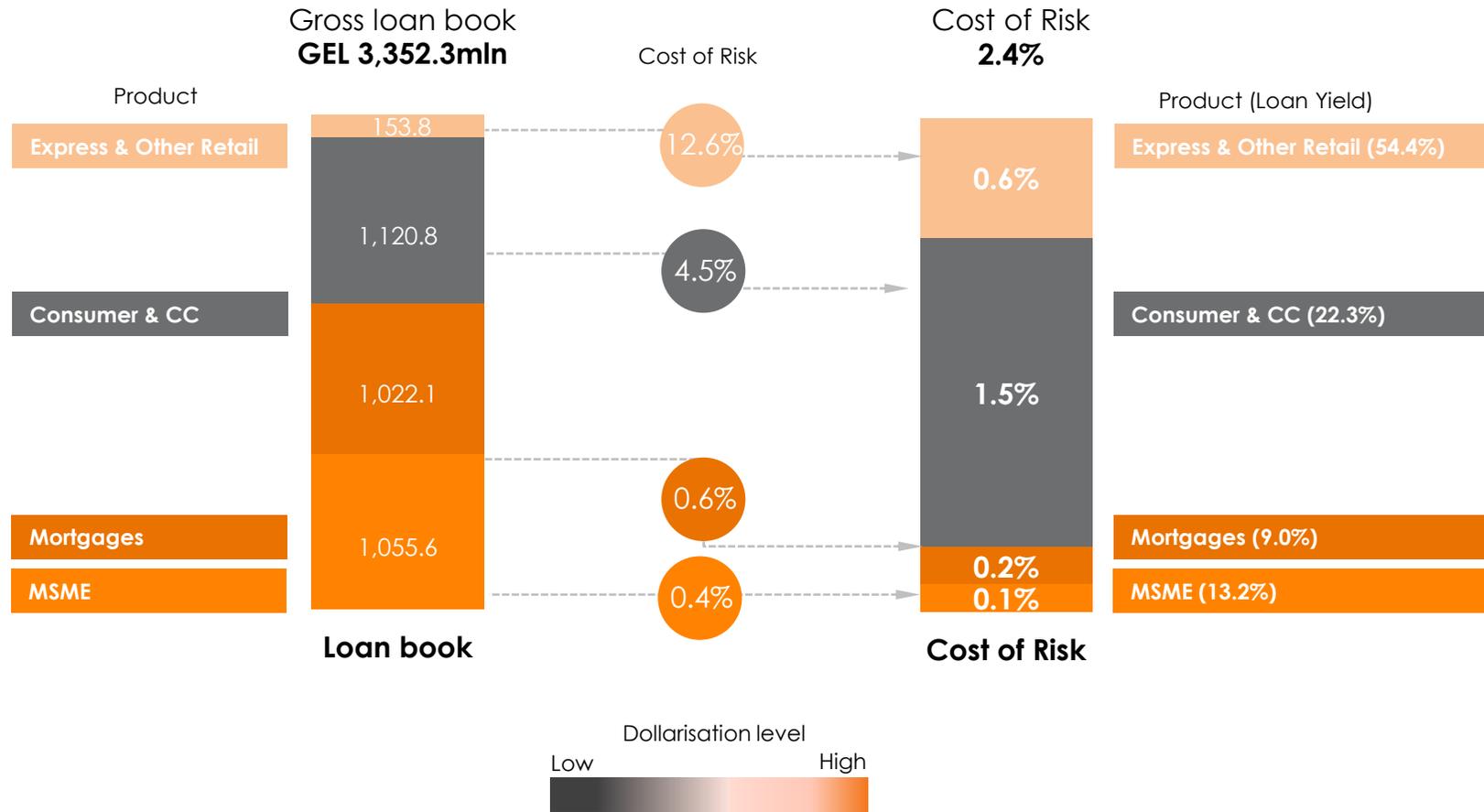
Cost of Risk ratio, CIB



Cost of Risk ratio, RB



Cost of Risk, RB Segments



Questions?

BGEO investor day

22 November 2016

Tbilisi, Georgia

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