



# Georgian Banking Sector Overview

2016 3rd Quarter Results

December, 2016



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# Basis of Preparation

This report summarizes and analyzes the financial results of the 17 commercial banks of Georgia for the 3rd quarter of 2016, as well as provides some insights into the recent developments in the sector.

The financial information has been obtained from the published interim reports for the 3rd quarter of 2016. The banks are listed in the alphabetical order throughout the publication. We have used simple headline numbers in our analysis unless stated otherwise; each bank has its own way of reporting performance and this has proved to be the most consistent method of presenting their results.

All the key ratios are calculated based on the obtained data unless stated otherwise.

The general information, such as the number of branches, employee headcount, etc, are mainly taken from the Notes to the Financial Statements prepared by the banks. The official websites of the banks serve as the only alternative source, however they are not always properly updated. Due to this, the figures presented may not necessarily be as of 30th September 2016. There may be figures more up to date or of an earlier date depending on the latest available information published by the banks.

The main source of news is the official websites of the banks and the National Bank of Georgia, as well as the official press releases published by various news agencies.

# At a Glance

The banking system remains the biggest part of the Georgian financial market. As of 30 September 2016, there were 17 commercial banks operating in Georgia, while the number of banks was 19 in the same period of 2015.

## Key Financial Indicators of the Georgian Banking Sector (in million GEL)\*

Key Financial indicators**	2016 Q 3	2015	2015 Q 3	30.09.2016/ 31.12.2015	30.09.2016/ 30.09.2015***
Assets	25,987	25,165	24,795	3.27%	4.81%
Loan portfolio	16,656	16,086	15,766	3.54%	5.64%
Liabilities	22,152	21,653	21,466	2.31%	3.20%
Deposits****	14,898	14,347	13,817	3.85%	7.83%
Total Equity	3,835	3,513	3,329	9.17%	15.19%
Share Capital*****	966	998	987	(3.15%)	(2.05%)
Total Income*****	1,963	2,476	1,807	-	8.63%
Interest income	1,739	2,197	1,607	-	8.22%
Provision Expenses	228	407	324	-	(29.65%)
Net profit after taxes	484	537	377	-	35.79%

\* The difference between the table and other information provided in the report might be caused by the different bases of preparation of financial information by the National Bank of Georgia.

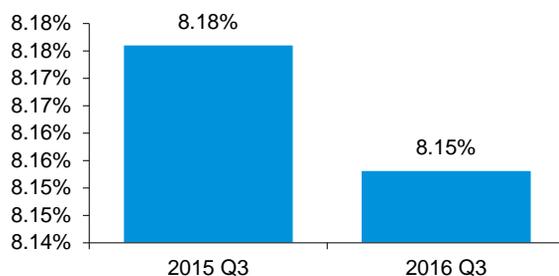
\*\* The indicators of the financial position are as of the last day of the corresponding period

\*\*\* The change for the financial performance indicators is for the periods of the first 9 months of the years

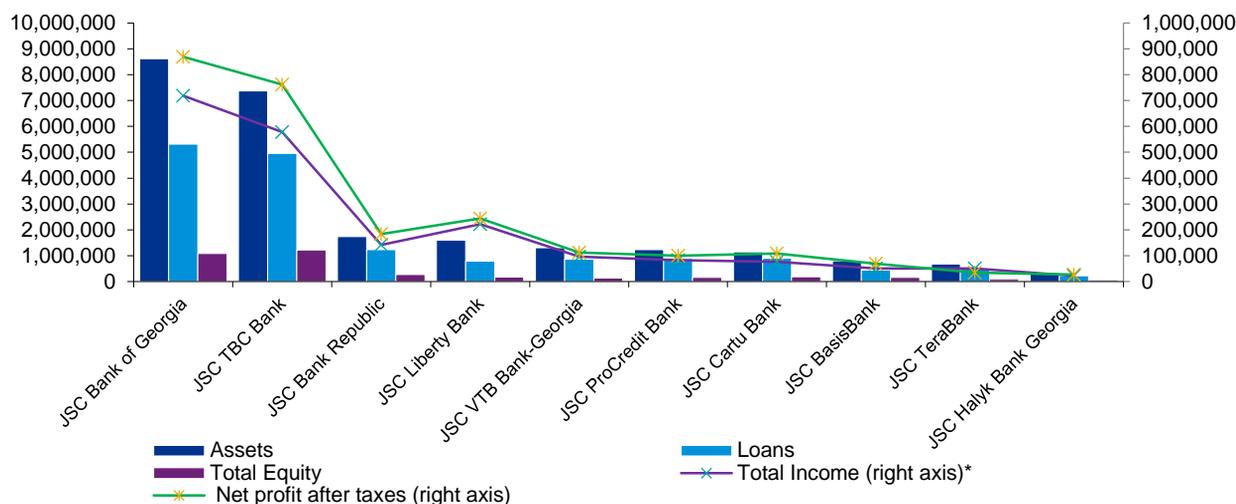
\*\*\*\* The figure does not contain bank deposits

\*\*\*\*\* The total income consists of interest income and fee and commission income

## Non-performing loan rates for the Georgian banking sector



## Top Ten Banks of the Georgian Banking Sector as of 30 September 2016 (in thousand GEL)\*\*\*\*\*



\*\*\*\*\* In October 2016, TBC Bank has become owner of 100% stake in Bank Republic and is planning to merge the two banks

# General highlights

- In September 2016, more than 60% of the Georgian Banking sector was traded under the Premium Listing on the London Stock Exchange.
- In September 2016, TBC Bank Group PLC announced that, together with its subsidiary, JSC TBC Bank, it had entered into a definitive agreement with Societe Generale S.A. to acquire its 93.64% stake in its Georgian subsidiary, JSC Bank Republic for GEL 315 million. In October TBC Bank has become owner of 100% stake in Bank Republic. Nikoloz Kurdiani was appointed as a CEO of the bank. TBC bank plans subsequent merger of the two banks.
- In September 2015 NBG revoked the banking license of Caucasus Development Bank - Georgia and the bank moved to a liquidation regime.
- In October 2016, Progress Bank cancelled its license for banking activities and became a non-banking service operator institution. Later TBC Bank announced about acquisition of Progress Bank's portfolio.
- In October 2016, TBC acquired Kopenbur insurance company.
- In November 2016, the National Bank of Georgia made a decision to revoke the banking license of JSC Capital Bank. As a result, the bank has moved to a liquidation regime. The NBG Auditing process detected that the bank had ignored requirements for prevention of legalizing illegal revenues, as well as various facts of violation of NBG regulations, resolutions and instructions.
- In November 2016, shareholders of Terabank took a decision to increase the bank's stock capital by GEL10,372,000.
- In December 2016, Bank of Georgia plans to buy ProCredit Bank's portfolio of micro and small business loans. The parties have already reached agreement and payment will be fulfilled in cash. Through this deal Bank of Georgia plans to strengthen positions in segment of small and micro business. As a result of this deal, Bank of Georgia will attract 2 400 new micro and small business clients and increase net value of loans portfolio by 120 million GEL.

*Source: Caucasus Business week*



# Sector Highlights

Compared with the same period of 2015, the banking system assets grew by **4.81%** and reached **GEL 25.99 billion** as of 30 September 2016.



For the 12 months period ended 30 September 2016 the return on assets (ROA)\* for the Georgian banking system was **2.6%**, while the same indicator amounted to **2.5%** in the same period of 2015.

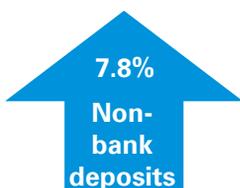


As of 30 September 2016 Bank of Georgia held the largest part of the total banking sector's assets, while TBC Bank was the second largest, although it is worth mentioning that TBC has acquired Bank Republic, which also held a leading position in the list.

As of 30 September 2016 the total amount of outstanding loans grew by **5.2%** compared with the same period of 2015 and reached **GEL 16.49 billion**.



As of 30 September 2016 the ratio of loan portfolio to total assets for the Georgian banking system was **63.5%**, while the same ratio was around **63.2%** as of 30 September 2015.



For the end of Q3 2016 the total loan provision expenses of the Georgian banking sector decreased by **28.6%** compared with the same period of the 2015, and amounted to **GEL 0.22 billion**. On the other hand from 30 September 2015 to 30 September 2016 the ratio of loan loss reserves to total loan portfolio increased from **6.2%** to **6.8%**.



The balance of non-bank deposits as of 30 September 2016 increased by **7.8%** compared with the same date of 2015, reaching **GEL 14.90 billion**.

As of 30 September 2016 the loan portfolio/ non-bank deposit ratio for the Georgian banking system was **1.11**. The ratio was higher **1.13** as of 30 September 2015.

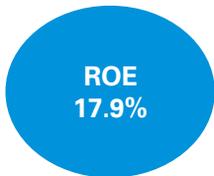
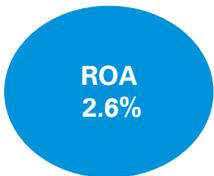


As of 30 September 2016 the total equity of banks reached **GEL 3.83 billion**, showing 15.2% increase compared to the same figure as of 30 September 2015.



For the 12 months period ended 30 September 2016 the return on equity (ROE)\* for the Georgian banking system was **17.9%** (same period 2015: **15.6%**). The ratio of equity to assets as of the 30 September 2016 was **14.8%** (same period 2015: **13.4%**).

For the Q3 of 2016, the banking system had total income (interest income plus fee and commission income) of **GEL 1.96 billion**, which exceeded the total income for the same period of 2015 by **8.6%**. The net profit of the banks for the period was **GEL 0.48 billion**, which is **28.4%** higher compared with the same period of 2015.



# Bank Profiles

## Bank of Georgia

### Key Financial Indicators\*

	Amount, GEL, thousands			Share in total sector, %	Rank	Change**	
	2016 Q 3***	2015***	2015 Q 3***			30.09.16/31.12.15	30.09.16/30.09.15
Assets	8,616,885	9,003,545	8,597,582	33.16%	1	(4.29%)	0.22%
Loan Portfolio	5,312,938	5,521,796	5,156,955	31.90%	1	(3.78%)	3.02%
Liabilities	7,522,185	7,778,938	7,693,485	33.96%	1	(3.30%)	(2.23%)
Deposits	4,643,205	5,025,677	4,400,542	31.21%	1	(7.61%)	5.51%
Total Equity	1,094,700	1,224,607	904,097	28.55%	2	(10.61%)	21.08%
Share Capital	26,835	27,821	26,659	2.78%	11	(3.54%)	0.66%
Total Income****	718,459	1,022,872	672,771	33.60%	1		6.79%
Interest Income	609,925	865,343	578,661	33.96%	1		5.40%
Net Profit/ loss after Taxes	150,542	260,722	141,228	31.09%	2		6.59%

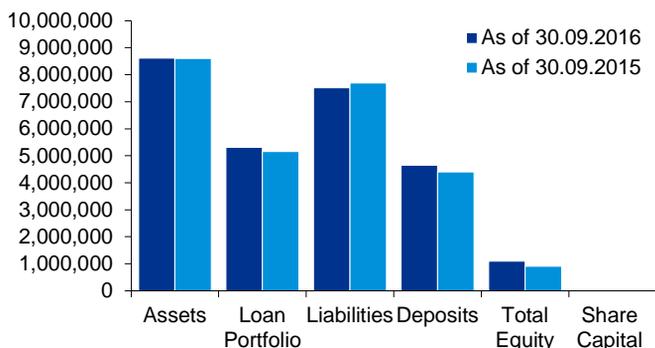
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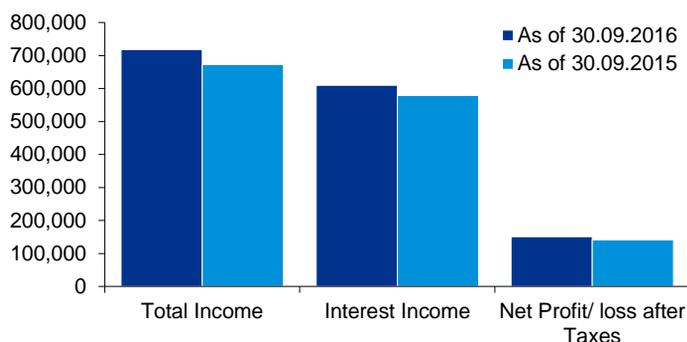
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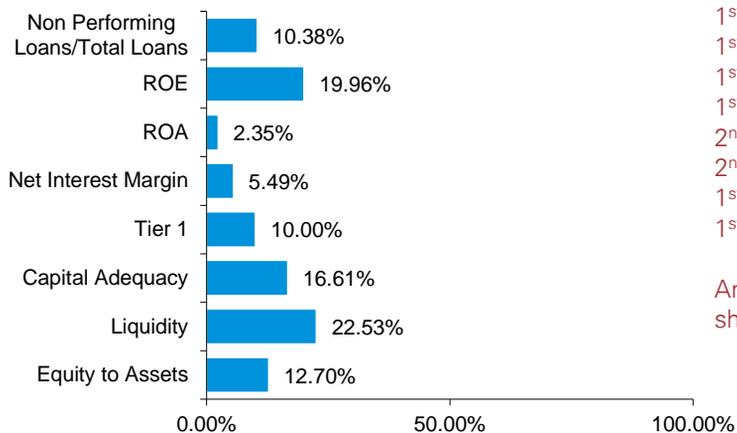
### Key Indicators of Financial Position, GEL, thousands



### Key Indicators of Financial Performance, GEL, thousands



### Key Ratios



### Rankings

- 1<sup>st</sup> rank by the assets
- 1<sup>st</sup> rank by the loan portfolio
- 1<sup>st</sup> rank by the liabilities
- 1<sup>st</sup> rank by the deposits
- 2<sup>nd</sup> rank by the equity
- 2<sup>nd</sup> rank by the net profit after tax
- 1<sup>st</sup> rank by the total income
- 1<sup>st</sup> rank by the interest income

Among the top ten banks by all financial indicators, except share capital

Bank of Georgia has appointed new CEO – Kakhaber Kiknavelidze

July

August

September



# Bank Profiles (continued)

## Bank Republic

### Key Financial Indicators\*

	Amount , GEL, thousands				Share in total sector, %	Rank	Change**	
	2016 Q 3***	2015***	2015 Q 3***	30.09.16/30.09.15				
				31.12.15			30.09.15	
Assets	1,744,016	1,661,199	1,536,655	6.71%	3	4.99%	13.49%	
Loan Portfolio	1,237,144	1,184,096	1,141,399	7.43%	3	4.48%	8.39%	
Liabilities	1,470,775	1,404,204	1,320,762	6.64%	3	4.74%	11.36%	
Deposits	720,010	729,291	693,161	4.84%	5	(1.27%)	3.87%	
Total Equity	273,241	256,995	215,893	7.13%	3	6.32%	26.56%	
Share Capital	76,031	76,031	76,031	7.87%	6	0.00%	0.00%	
Total Income****	142,545	158,841	115,226	6.67%	4		23.71%	
Interest Income	118,575	141,777	93,490	6.60%	4		26.83%	
Net Profit/ loss after Taxes	41,584	54,684	32,012	8.59%	3		29.90%	

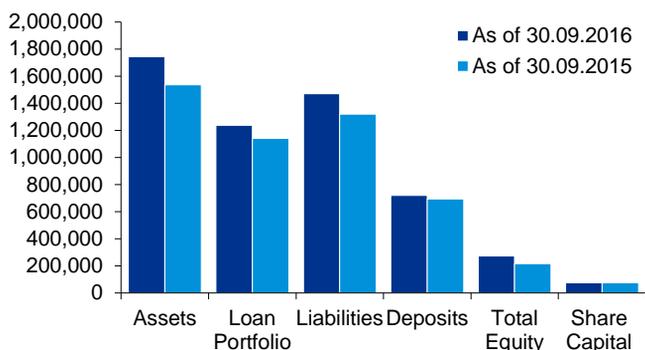
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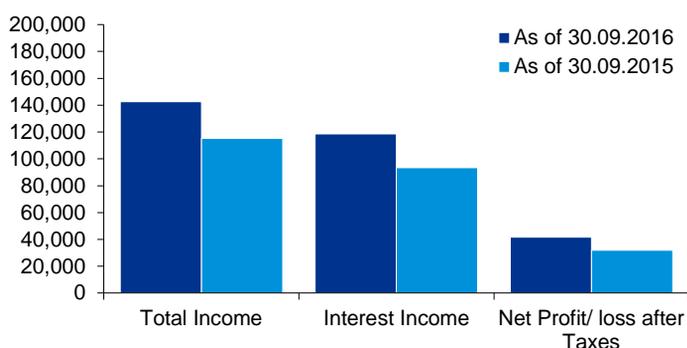
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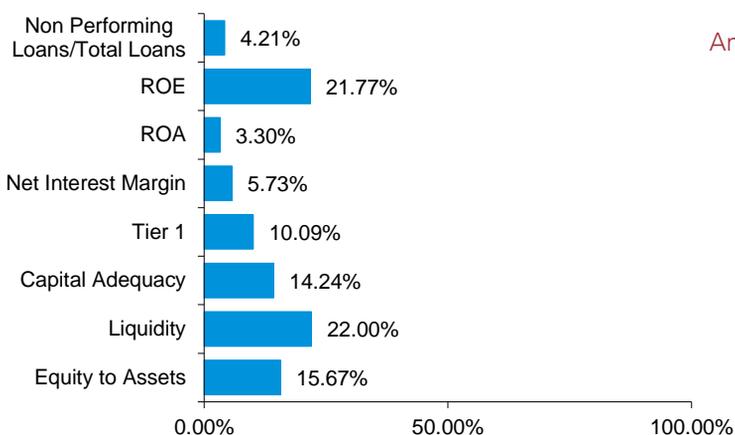
### Key Indicators of Financial Position, GEL, thousands



### Key Indicators of Financial Performance, GEL, thousands



### Key Ratios



### Rankings

Among the top ten banks by all financial indicators

94% shares of Bank Republic has been bought by TBC



# Bank Profiles (continued)

## Basis Bank

### Key Financial Indicators\*

	Amount, GEL, thousands				Share in total sector, %	Rank	Change**	
	2016 Q 3***	2015***	2015 Q 3***	30.09.16/			30.09.16/	
				31.12.15			30.09.15	
Assets	806,042	798,280	780,935	3.10%	8	0.97%	3.21%	
Loan Portfolio	443,126	449,530	452,233	2.66%	9	(1.42%)	(2.01%)	
Liabilities	640,749	637,425	643,585	2.89%	8	0.52%	(0.44%)	
Deposits	519,537	479,791	445,438	3.49%	8	8.28%	16.64%	
Total Equity	165,292	160,855	137,350	4.31%	6	2.76%	20.34%	
Share Capital	16,057	15,941	15,976	1.66%	16	0.73%	0.51%	
Total Income****	51,266	62,063	44,825	2.40%	9		14.37%	
Interest Income	47,515	57,583	40,865	2.65%	8		16.27%	
Net Profit/ loss after Taxes	18,589	26,147	8,404	3.84%	6		121.20%	

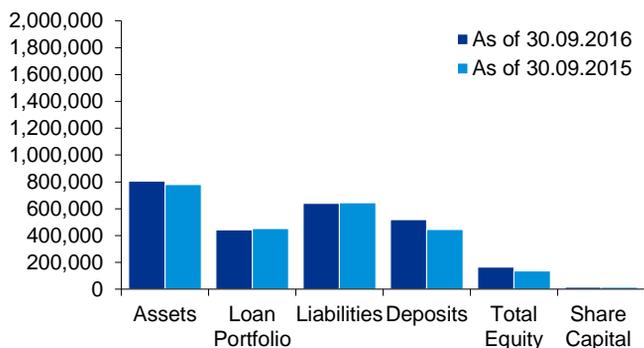
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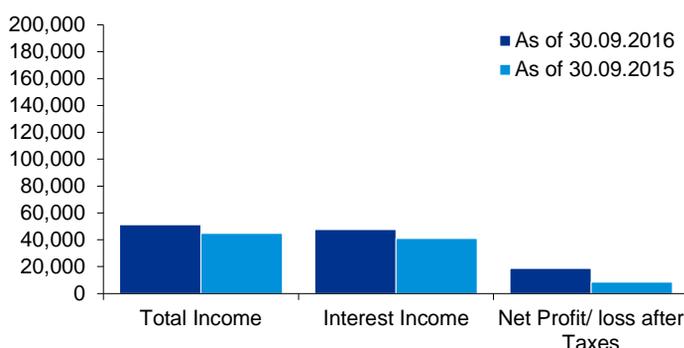
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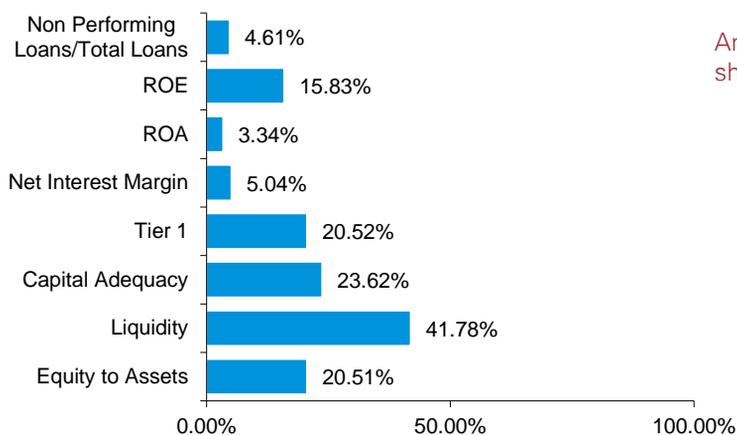
### Key Indicators of Financial Position, GEL, thousands



### Key Indicators of Financial Performance, GEL, thousands



### Key Ratios



### Rankings

Among the top ten banks by all financial indicators, except share capital

Asian Development Bank has allocated credit line to Basis Bank in order to support trade development

July

August

September



# Bank Profiles (continued)

## International Bank of Azerbaijan

### Key Financial Indicators\*

	Amount, GEL, thousands				Share in total sector, %	Rank	Change**	
	2016 Q 3***	2015***	2015 Q 3***	30.09.16/				
				31.12.15			30.09.15	
Assets	119,659	147,000	145,390	0.46%	14	(18.60%)	(17.70%)	
Loan Portfolio	76,496	80,720	95,493	0.46%	14	(5.23%)	(19.89%)	
Liabilities	84,564	105,736	117,053	0.38%	14	(20.02%)	(27.76%)	
Deposits	21,681	40,065	17,316	0.15%	17	(45.89%)	25.21%	
Total Equity	35,095	41,264	28,337	0.92%	12	(14.95%)	23.85%	
Share Capital	22,688	22,688	22,688	2.35%	13	0.00%	0.00%	
Total Income****	7,902	16,640	12,484	0.37%	14		(36.70%)	
Interest Income	6,544	15,196	11,344	0.36%	14		(42.31%)	
Net Profit/ loss after Taxes	6,696	12,831	807	1.38%	9		729.87%	

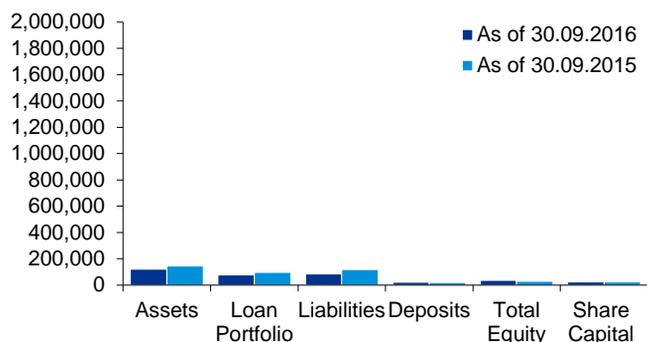
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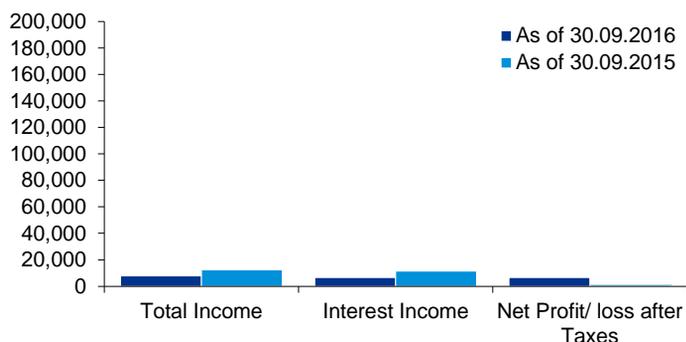
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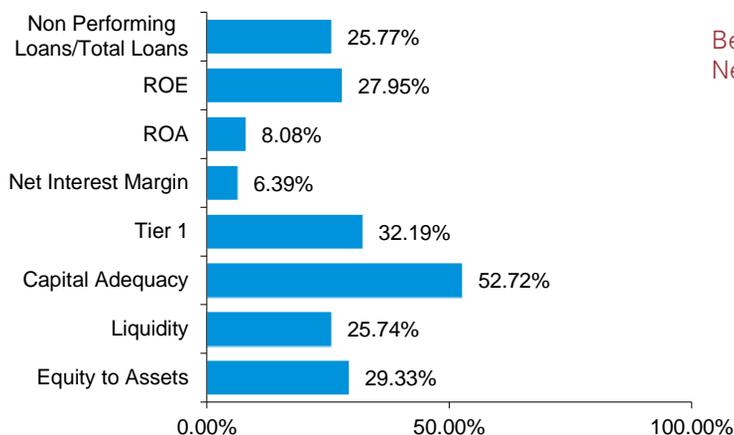
### Key Indicators of Financial Position, GEL, thousands



### Key Indicators of Financial Performance, GEL, thousands



### Key Ratios



### Rankings

Below the top ten banks by all financial indicators, except Net Profit

July

August

September

# Bank Profiles (continued)

## Capital Bank\*

### Key Financial Indicators\*\*

	Amount , GEL, thousands					Change***		
	2016 Q 3****	2015****	2015 Q 3****	Share in total sector, %	Rank	30.09.16/	30.09.16/	
						31.12.15	30.09.15	
Assets	91,482	232,498	63,844	0.35%	16	(60.65%)	43.29%	
Loan Portfolio	3,836	11,836	21,223	0.02%	17	(67.59%)	(81.92%)	
Liabilities	76,027	229,547	61,168	0.34%	16	(66.88%)	24.29%	
Deposits	67,114	228,972	44,564	0.45%	12	(70.69%)	50.60%	
Total Equity	15,455	2,951	2,675	0.40%	17	423.73%	477.75%	
Share Capital	24,000	24,000	17,120	2.48%	12	0.00%	40.19%	
Total Income*****	7,265	9,282	6,600	0.34%	15		10.08%	
Interest Income	2,522	2,460	1,877	0.14%	16		34.35%	
Net Profit/ loss after Taxes	(3,121)	(3,257)	(2,160)	(0.64%)	16		44.46%	

\* In November 2016, Capital Bank moved to liquidation regime

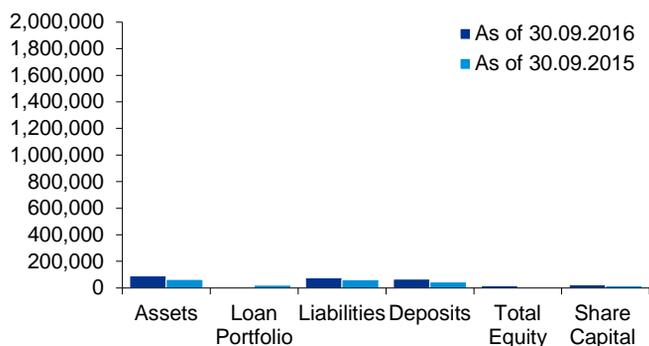
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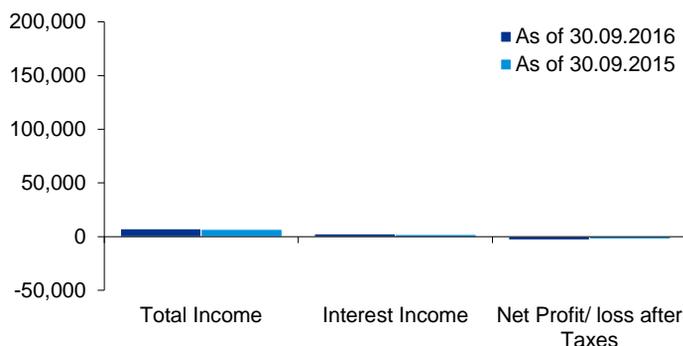
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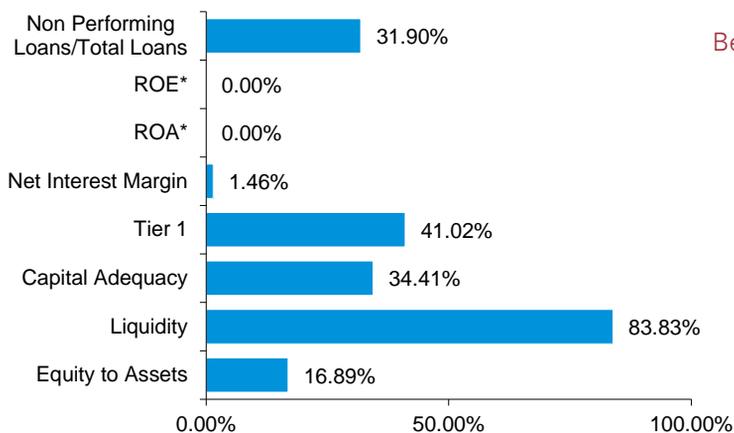
### Key Indicators of Financial Position, GEL, thousands



### Key Indicators of Financial Performance, GEL, thousands



### Key Ratios



### Rankings

Below the top ten banks by all financial indicators

\* ROE and ROA are negative for Capital Bank - (44.13%) and (1.88%) respectively

July

August

September



# Bank Profiles (continued)

## Cartu Bank

### Key Financial Indicators\*

	Amount , GEL, thousands			Share in total sector, %	Rank	Change**	
	2016 Q 3***	2015***	2015 Q 3***			30.09.16/	30.09.16/
						31.12.15	30.09.15
Assets	1,149,149	1,192,724	1,076,704	4.42%	7	(3.65%)	6.73%
Loan Portfolio	902,363	824,618	819,747	5.42%	4	9.43%	10.08%
Liabilities	963,445	916,319	833,747	4.35%	7	5.14%	15.56%
Deposits	719,260	597,946	496,635	4.83%	6	20.29%	44.83%
Total Equity	185,704	276,405	242,957	4.84%	4	(32.81%)	(23.57%)
Share Capital	114,430	114,430	114,430	11.84%	2	0.00%	0.00%
Total Income****	76,440	117,870	84,303	3.57%	7		(9.33%)
Interest Income	72,371	111,065	80,628	4.03%	7		(10.24%)
Net Profit/ loss after Taxes	33,037	60,281	30,651	6.82%	4		7.79%

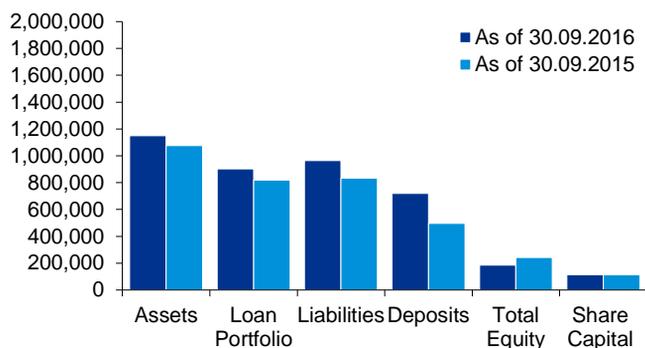
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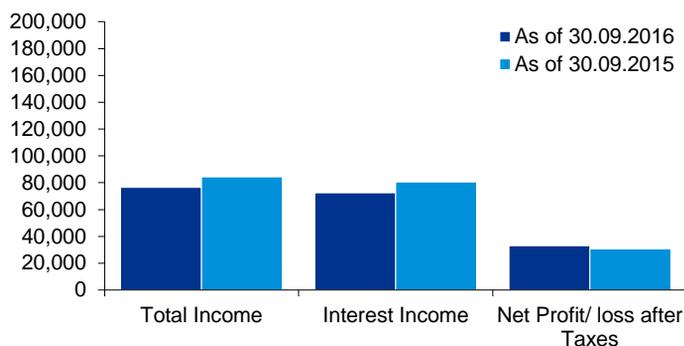
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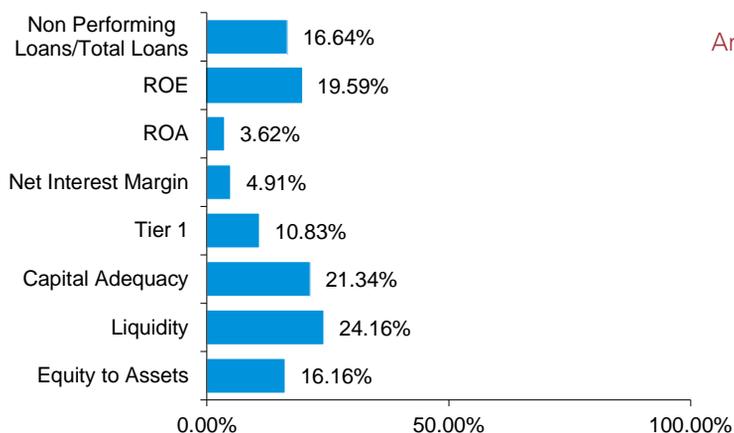
### Key Indicators of Financial Position, GEL, thousands



### Key Indicators of Financial Performance, GEL, thousands



### Key Ratios



### Rankings

Among the top ten banks by all financial indicators

July

August

September

# Bank Profiles (continued)

## Finca Bank

### Key Financial Indicators\*

	Amount , GEL, thousands				Share in total sector, %	Rank	Change**	
	2016 Q 3***	2015***	2015 Q 3***	30.09.16/			30.09.16/	
				31.12.15			30.09.15	
Assets	260,471	217,439	217,122	1.00%	12	19.79%	19.97%	
Loan Portfolio	180,407	171,356	163,017	1.08%	11	5.28%	10.67%	
Liabilities	225,891	180,585	181,014	1.02%	11	25.09%	24.79%	
Deposits	85,059	30,936	17,700	0.57%	10	174.95%	380.57%	
Total Equity	34,580	36,854	36,108	0.90%	13	(6.17%)	(4.23%)	
Share Capital	20,214	20,214	20,214	2.09%	14	(0.00%)	0.00%	
Total Income****	44,147	53,834	40,100	2.06%	10		10.09%	
Interest Income	40,462	53,712	35,675	2.25%	10		13.42%	
Net Profit/ loss after Taxes	104	(318)	811	0.02%	14		(87.20%)	

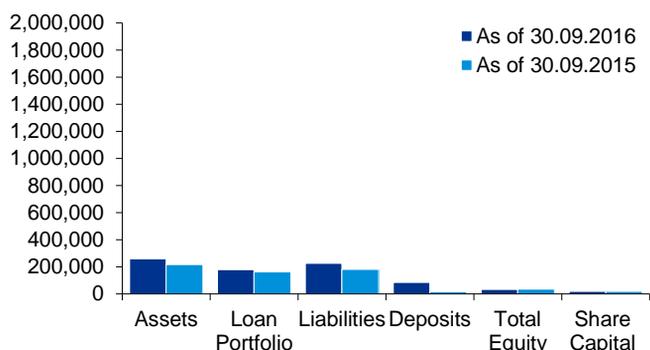
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\*\* The change for the financial performance indicators is for the periods of the first 9 months of the years

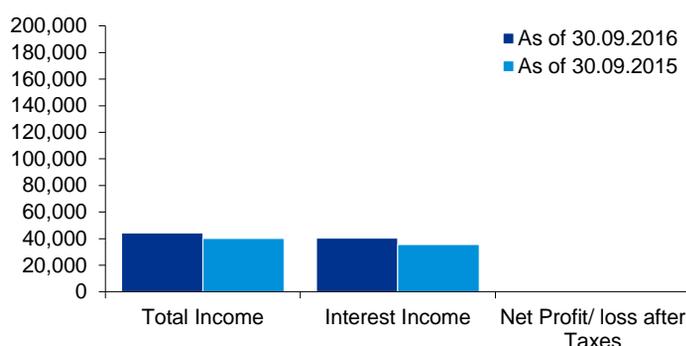
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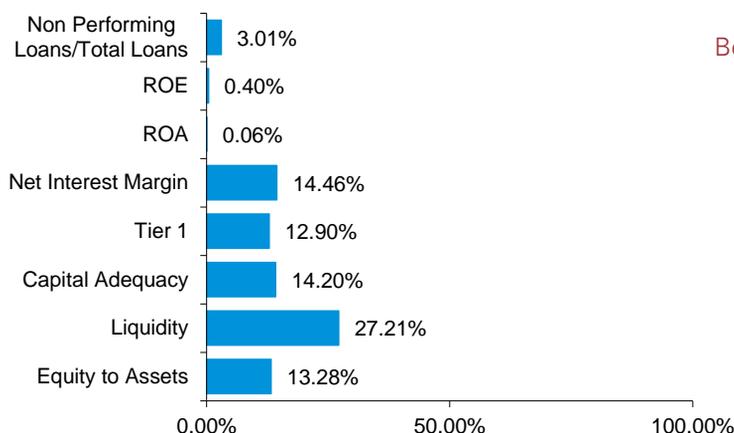
### Key Indicators of Financial Position, GEL, thousands



### Key Indicators of Financial Performance, GEL, thousands



### Key Ratios



### Rankings

Below the top ten banks by majority of financial indicators

July

August

September

# Bank Profiles (continued)

## Halyk Bank

### Key Financial Indicators\*

	Amount , GEL, thousands				Share in total sector, %	Rank	Change**	
	2016 Q 3***	2015***	2015 Q 3***	30.09.16/				
				31.12.15			30.09.15	
Assets	323,117	265,908	243,898	1.24%	10	21.51%	32.48%	
Loan Portfolio	229,468	201,610	183,746	1.38%	10	13.82%	24.88%	
Liabilities	272,171	215,392	198,661	1.23%	10	26.36%	37.00%	
Deposits	49,997	48,170	40,335	0.34%	14	3.79%	23.95%	
Total Equity	50,946	50,516	45,236	1.33%	11	0.85%	12.62%	
Share Capital	48,000	48,000	48,000	4.97%	7	0.00%	0.00%	
Total Income****	23,274	23,008	15,566	1.09%	11		49.52%	
Interest Income	20,335	21,788	14,808	1.13%	11		37.33%	
Net Profit/ loss after Taxes	4,524	6,002	2,669	0.93%	11		69.52%	

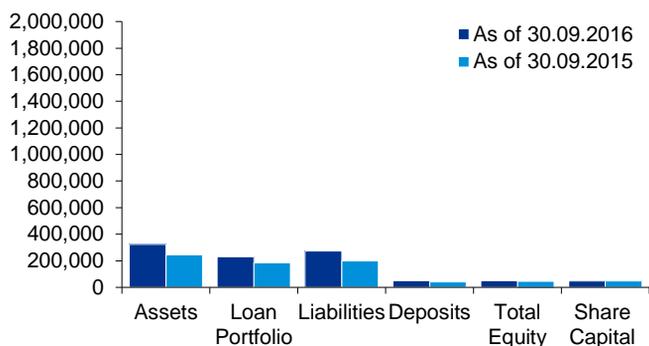
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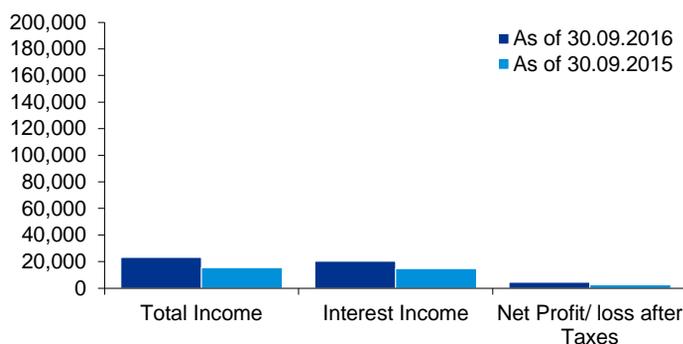
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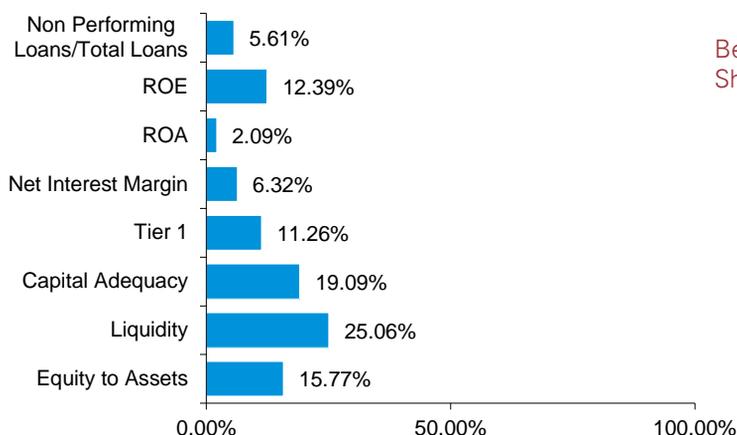
### Key Indicators of Financial Position, GEL, thousands



### Key Indicators of Financial Performance, GEL, thousands



### Key Ratios



### Rankings

Below the top ten banks by all financial indicators, except Share Capital, Assets, Loan Portfolio and Liabilities

July

August

September



# Bank Profiles (continued)

## Isbank Georgia

### Key Financial Indicators\*

	Amount , GEL, thousands				Share in total sector, %	Rank	Change**	
	2016 Q 3***	2015***	2015 Q 3***	30.09.16/			30.09.16/	
				31.12.15			30.09.15	
Assets	225,909	213,057	195,686	0.87%	13	6.03%	15.44%	
Loan Portfolio	155,915	148,037	142,221	0.94%	12	5.32%	9.63%	
Liabilities	193,740	181,560	164,964	0.87%	12	6.71%	17.44%	
Deposits	56,662	55,016	54,012	0.38%	13	2.99%	4.91%	
Total Equity	32,169	31,497	30,721	0.84%	14	2.13%	4.71%	
Share Capital	30,000	30,000	30,000	3.10%	9	0.00%	0.00%	
Total Income****	12,235	13,570	9,250	0.57%	13		32.27%	
Interest Income	11,204	12,767	8,898	0.62%	13		25.91%	
Net Profit/ loss after Taxes	1,784	1,670	895	0.37%	12		99.41%	

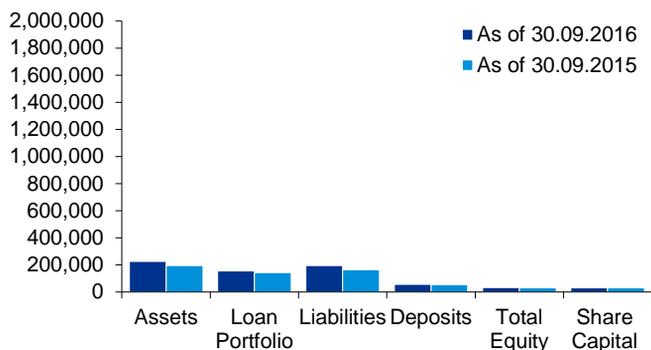
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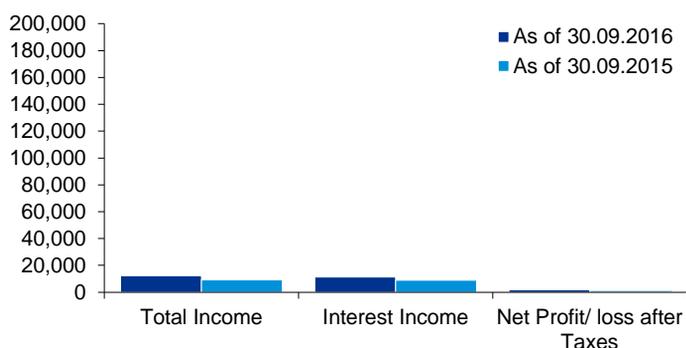
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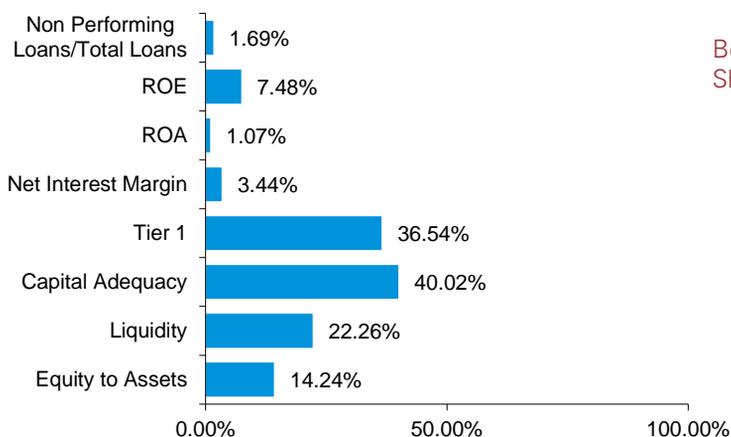
### Key Indicators of Financial Position, GEL, thousands



### Key Indicators of Financial Performance, GEL, thousands



### Key Ratios



### Rankings

Below the top ten banks by all financial indicators, except Share Capital

July

August

September



# Bank Profiles (continued)

## Liberty Bank

### Key Financial Indicators\*

	Amount , GEL, thousands			Share in total sector, %	Rank	Change**	
	2016 Q 3***	2015***	2015 Q 3***			30.09.16/ 31.12.15	30.09.16/ 30.09.15
	Assets	1,611,749	1,573,746			1,560,319	6.20%
Loan Portfolio	792,748	698,460	753,373	4.76%	7	13.50%	5.23%
Liabilities	1,438,964	1,442,896	1,393,447	6.50%	4	(0.27%)	3.27%
Deposits	1,281,339	1,244,023	1,310,077	8.61%	3	3.00%	(2.19%)
Total Equity	172,784	130,850	166,872	4.51%	5	32.05%	3.54%
Share Capital	43,841	53,863	53,866	4.54%	8	(18.61%)	(18.61%)
Total Income****	222,398	281,412	209,783	10.40%	3		6.01%
Interest Income	175,757	251,147	174,419	9.79%	3		0.77%
Net Profit/ loss after Taxes	21,788	32,146	17,962	4.50%	5		21.30%

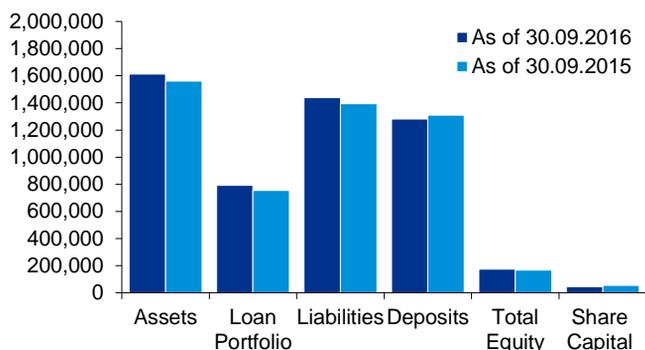
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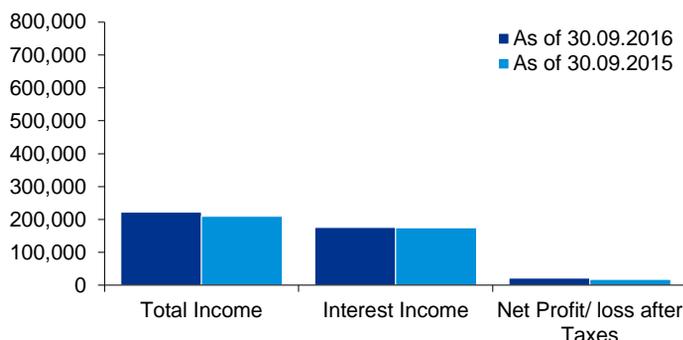
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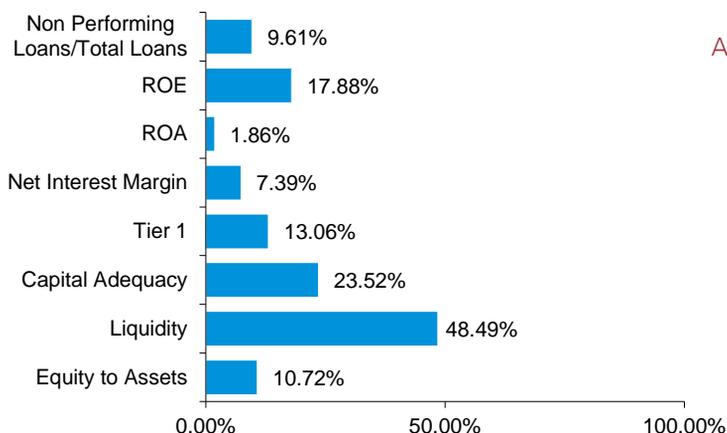
### Key Indicators of Financial Position, GEL, thousands



### Key Indicators of Financial Performance, GEL, thousands



### Key Ratios



### Rankings

Among the top ten banks by all financial indicators

July

August

September

# Bank Profiles (continued)

## Pasha Bank Georgia

### Key Financial Indicators\*

	Amount , GEL, thousands				Share in total sector, %	Rank	Change**	
	2016 Q 3***	2015***	2015 Q 3***	30.09.16/			30.09.16/	
				31.12.15			30.09.15	
Assets	277,664	282,310	283,733	1.07%	11	(1.65%)	(2.14%)	
Loan Portfolio	91,183	109,913	98,963	0.55%	13	(17.04%)	(7.86%)	
Liabilities	177,264	184,129	189,667	0.80%	13	(3.73%)	(6.54%)	
Deposits	41,003	21,288	5,557	0.28%	15	92.61%	637.93%	
Total Equity	100,400	98,181	94,066	2.62%	9	2.26%	6.73%	
Share Capital	103,000	103,000	103,000	10.66%	4	0.00%	0.00%	
Total Income****	17,413	19,592	13,590	0.81%	12		28.13%	
Interest Income	17,302	19,045	13,529	0.96%	12		27.89%	
Net Profit/ loss after Taxes	6,559	2,262	2,918	1.35%	10		124.79%	

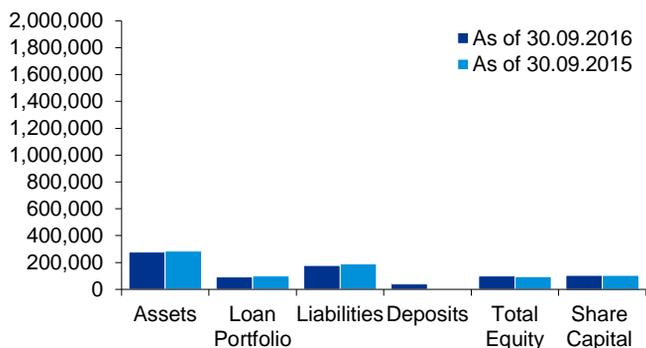
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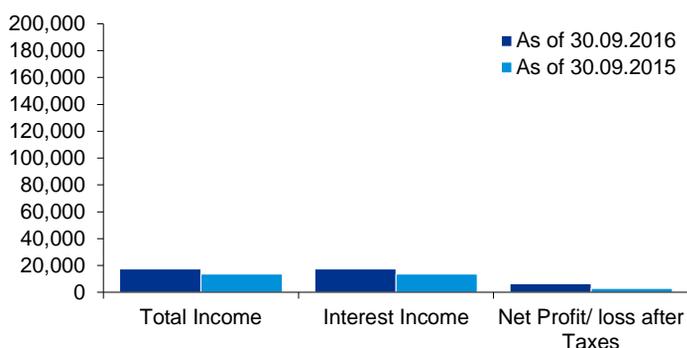
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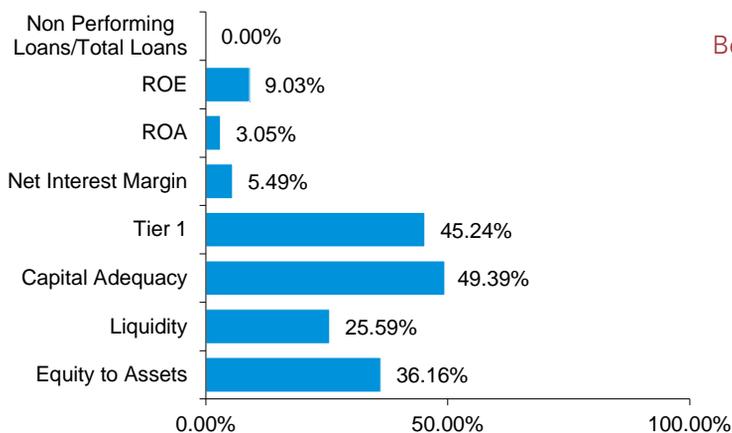
### Key Indicators of Financial Position, GEL, thousands



### Key Indicators of Financial Performance, GEL, thousands



### Key Ratios



### Rankings

Below the top ten banks by majority of financial indicators

July

August

September



# Bank Profiles (continued)

## Procredit Bank

### Key Financial Indicators\*

	Amount , GEL, thousands			Share in total sector, %	Rank	Change**	
	2016 Q 3***	2015***	2015 Q 3***			30.09.16/	30.09.16/
						31.12.15	30.09.15
Assets	1,233,556	1,221,113	1,190,038	4.75%	6	1.02%	3.66%
Loan Portfolio	891,731	926,221	895,934	5.35%	5	(3.72%)	(0.47%)
Liabilities	1,069,505	1,049,251	1,049,160	4.83%	6	1.93%	1.94%
Deposits	629,716	669,291	660,649	4.23%	7	(5.91%)	(4.68%)
Total Equity	164,051	171,862	140,878	4.28%	7	(4.54%)	16.45%
Share Capital	88,915	88,915	88,915	9.20%	5	0.00%	0.00%
Total Income****	82,552	120,311	84,968	3.86%	6		(2.84%)
Interest Income	72,640	108,562	73,924	4.04%	6		(1.74%)
Net Profit/ loss after Taxes	17,699	29,041	14,717	3.65%	7		20.26%

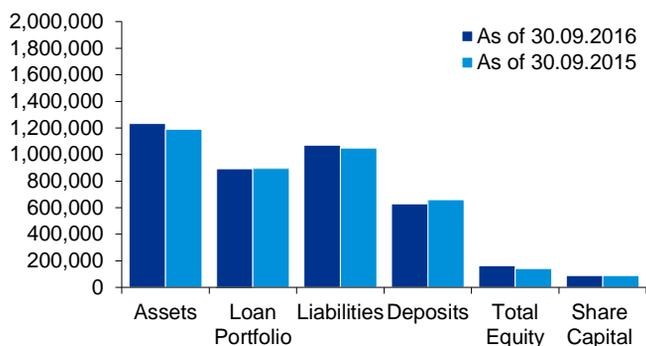
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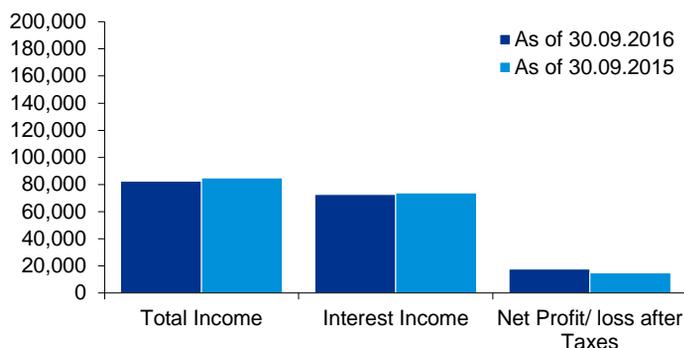
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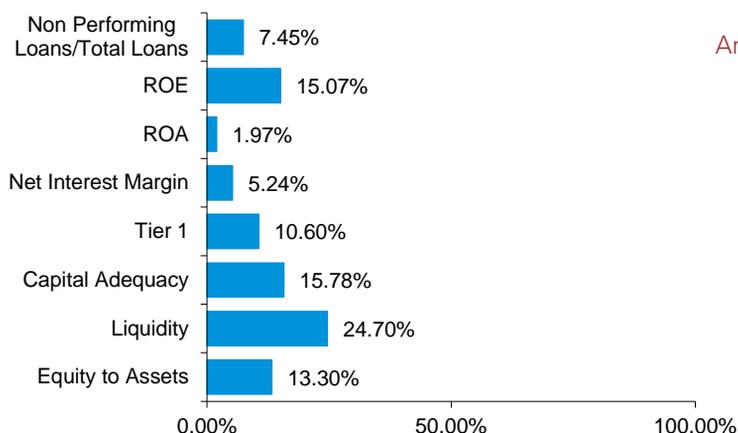
### Key Indicators of Financial Position, GEL, thousands



### Key Indicators of Financial Performance, GEL, thousands



### Key Ratios



### Rankings

Among the top ten banks by all financial indicators

Procredit Bank has announced about upgrading of remote services

July

August

September



# Bank Profiles (continued)

## Silk road Bank

### Key Financial Indicators\*

	Amount , GEL, thousands					Change**		
	2016 Q 3***	2015***	2015 Q 3***	Share in total sector, %	Rank	30.09.16/	30.09.16/	
						31.12.15	30.09.15	
Assets	63,854	64,020	59,318	0.25%	17	(0.26%)	7.65%	
Loan Portfolio	10,950	15,616	15,417	0.07%	16	(29.88%)	(28.98%)	
Liabilities	35,213	27,240	28,728	0.16%	17	29.27%	22.57%	
Deposits	31,929	21,371	21,277	0.21%	16	49.40%	50.06%	
Total Equity	28,641	36,780	30,589	0.75%	15	(22.13%)	(6.37%)	
Share Capital	30,000	30,000	30,000	3.10%	10	0.00%	0.00%	
Total Income****	3,014	4,917	5,129	0.14%	17		(41.24%)	
Interest Income	2,734	4,107	4,587	0.15%	15		(40.41%)	
Net Profit/ loss after Taxes	(1,316)	2,470	1,764	(0.27%)	15		(174.64%)	

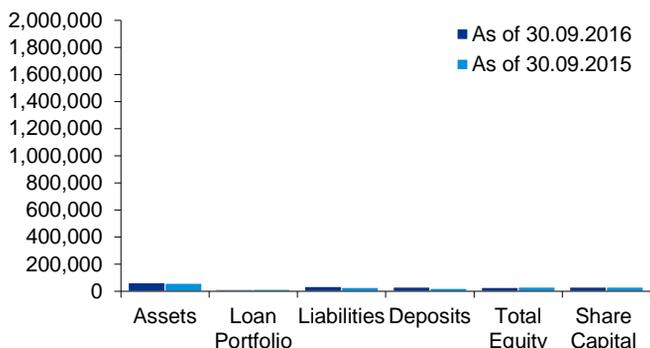
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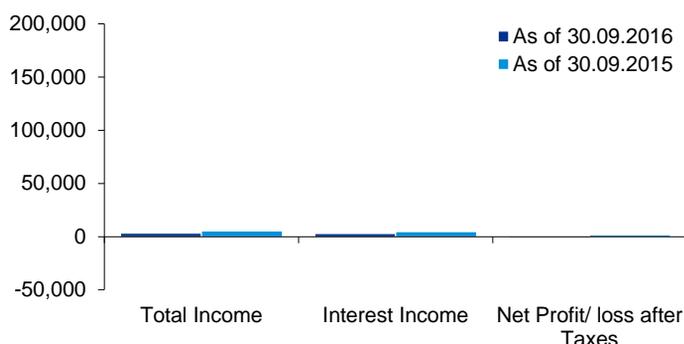
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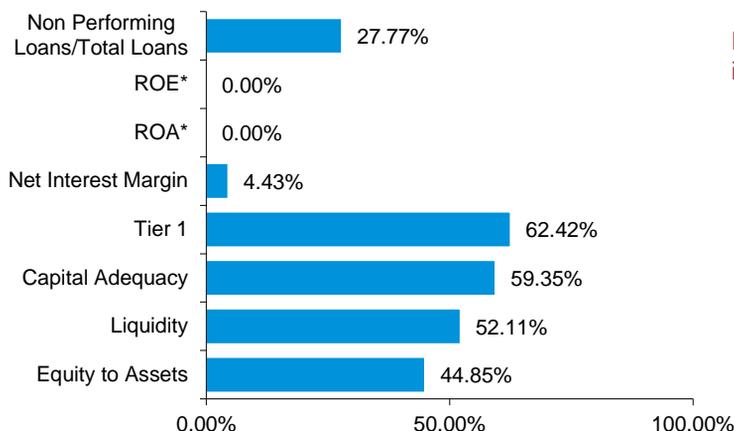
### Key Indicators of Financial Position, GEL, thousands



### Key Indicators of Financial Performance, GEL, thousands



### Key Ratios



\* ROE and ROA are negative for Silk Road Bank - (6.07%) and (3.00%) respectively

### Rankings

Below the top ten banks by the majority of financial indicators

July

August

September



# Bank Profiles (continued)

TBC

## Key Financial Indicators\*

	Amount , GEL, thousands			Share in total sector, %	Rank	Change**	
	2016 Q 3***	2015***	2015 Q 3***			30.09.16/	30.09.16/
						31.12.15	30.09.15
Assets	7,368,162	6,934,995	6,679,070	28.35%	2	6.25%	10.32%
Loan Portfolio	4,954,470	4,444,886	4,461,452	29.75%	2	11.46%	11.05%
Liabilities	6,140,891	5,716,546	5,699,112	27.72%	2	7.42%	7.75%
Deposits	4,556,145	4,177,931	4,237,940	30.62%	2	9.05%	7.51%
Total Equity	1,227,271	1,218,449	979,958	32.00%	1	0.72%	25.24%
Share Capital	20,022	19,587	19,812	2.07%	15	2.22%	1.06%
Total Income****	577,616	762,896	495,909	27.01%	2		16.48%
Interest Income	468,837	649,059	405,262	26.10%	2		15.69%
Net Profit/ loss after Taxes	183,806	228,143	107,190	37.95%	1		71.48%

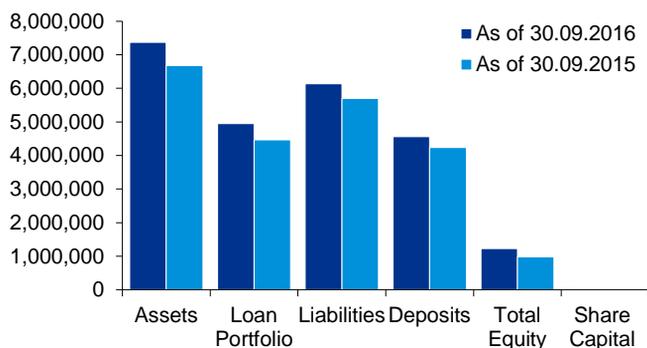
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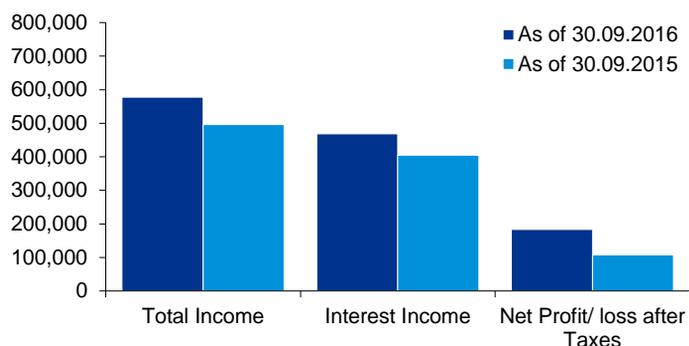
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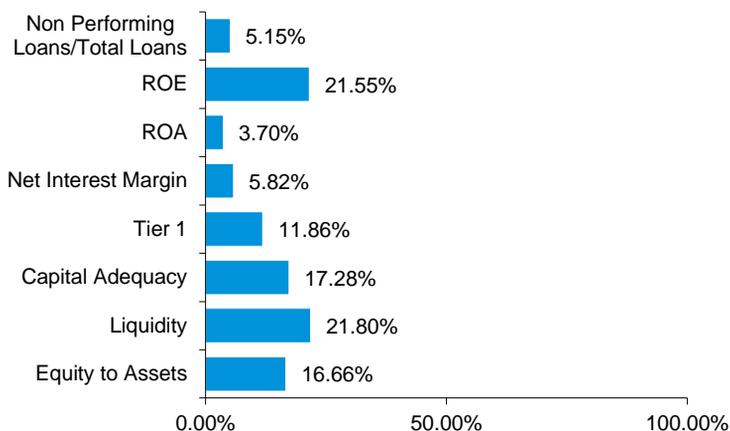
## Key Indicators of Financial Position, GEL, thousands



## Key Indicators of Financial Performance, GEL, thousands



## Key Ratios



## Rankings

- 2<sup>nd</sup> rank by the assets
- 2<sup>nd</sup> rank by the loan portfolio
- 2<sup>nd</sup> rank by the liabilities
- 2<sup>nd</sup> rank by the deposits
- 1<sup>st</sup> rank by the equity
- 1<sup>st</sup> rank by the net profit after tax
- 2<sup>nd</sup> rank by the total income
- 2<sup>nd</sup> rank by the interest income

Among the top ten banks by all financial indicators, except share capital

TBC Bank was named the "Best Bank in Georgia 2016" by Euromoney Magazine for the fifth time in the past six years

July

August

September



# Bank Profiles (continued)

## Tera Bank

### Key Financial Indicators\*

	Amount , GEL, thousands				Share in total sector, %	Rank	Change**	
	2016 Q 3***	2015***	2015 Q 3***	30.09.16/			30.09.16/	
				31.12.15			30.09.15	
Assets	684,517	658,805	633,941	2.63%	9	3.90%	7.98%	
Loan Portfolio	497,002	436,584	455,183	2.98%	8	13.84%	9.19%	
Liabilities	598,227	556,215	531,823	2.70%	9	7.55%	12.49%	
Deposits	514,529	450,768	453,021	3.46%	9	14.15%	13.58%	
Total Equity	86,289	102,590	102,119	2.25%	10	(15.89%)	(15.50%)	
Share Capital	111,000	111,000	111,000	11.49%	3	0.00%	0.00%	
Total Income****	51,926	62,335	46,476	2.43%	8		11.73%	
Interest Income	46,378	57,619	42,468	2.58%	9		9.21%	
Net Profit/ loss after Taxes	(15,932)	4,072	7,388	(3.29%)	17		(315.64%)	

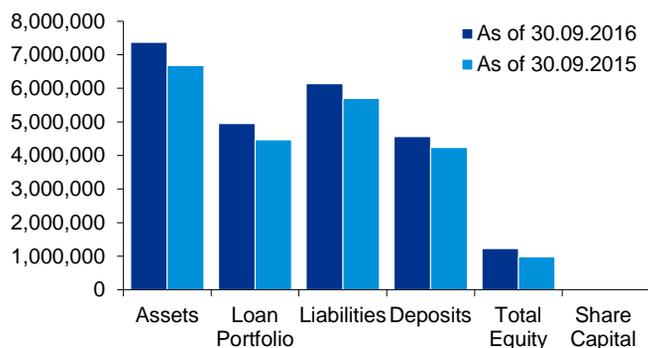
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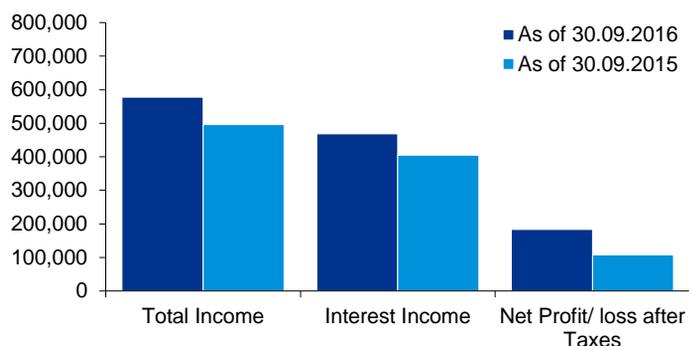
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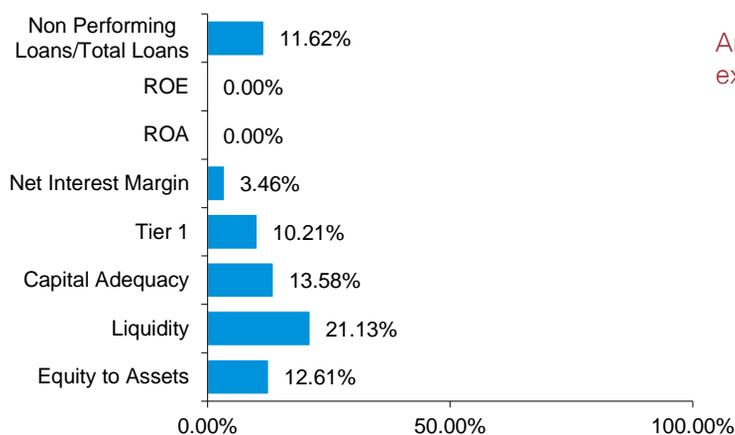
### Key Indicators of Financial Position, GEL, thousands



### Key Indicators of Financial Performance, GEL, thousands



### Key Ratios



\* ROE and ROA are negative for Tera Bank - (23.00%) and (3.13%) respectively

### Rankings

Among the top ten banks by all financial indicators, except Net profit

July

August

September



# Bank Profiles (continued)

## VTB Bank-Georgia

### Key Financial Indicators\*

	Amount , GEL, thousands			Share in total sector, %	Rank	Change**	
	2016 Q 3***	2015***	2015 Q 3***			30.09.16/	30.09.16/
						31.12.15	30.09.15
Assets	1,310,477	1,224,049	1,212,259	5.04%	5	7.06%	8.10%
Loan Portfolio	862,561	782,120	781,177	5.18%	6	10.29%	10.42%
Liabilities	1,163,722	1,062,537	1,096,027	5.25%	5	9.52%	6.18%
Deposits	866,241	669,605	746,518	5.82%	4	29.37%	16.04%
Total Equity	146,755	161,512	116,232	3.83%	8	(9.14%)	26.26%
Share Capital	191,293	191,293	171,293	19.80%	1	0.00%	11.68%
Total Income****	96,482	107,585	82,663	4.51%	5		16.72%
Interest Income	80,373	94,657	68,923	4.48%	5		16.61%
Net Profit/ loss after Taxes	16,201	14,980	7,512	3.35%	8		115.65%

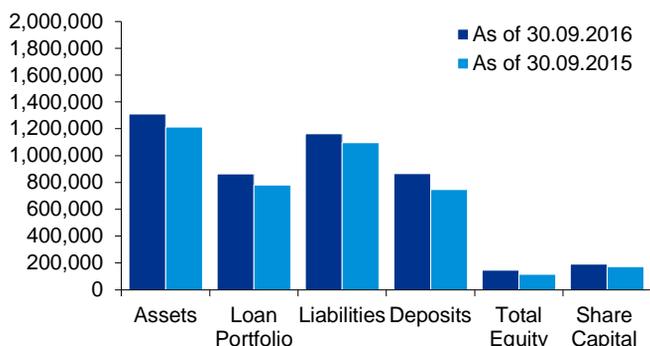
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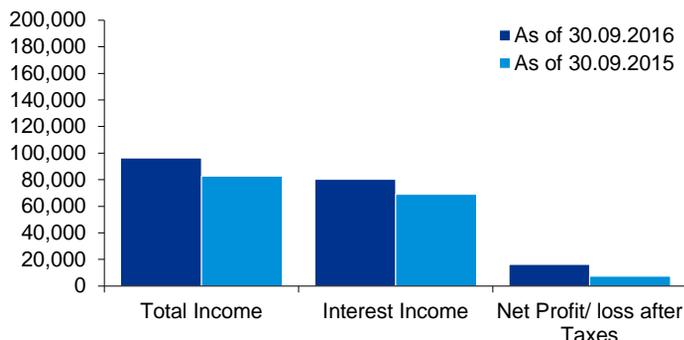
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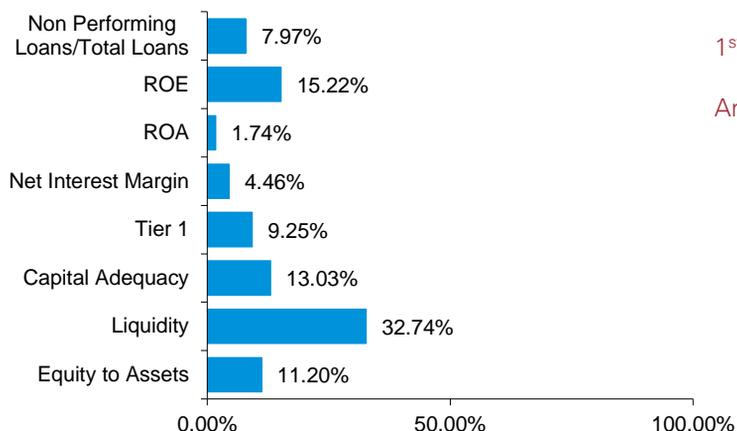
### Key Indicators of Financial Position, GEL, thousands



### Key Indicators of Financial Performance, GEL, thousands



### Key Ratios



### Rankings

1<sup>st</sup> rank by the Share capital

Among the top ten banks by all financial indicators

July

August

September



# Bank Profiles (continued)

## Ziraat Bankasi A.S. Tbilisi Branch

### Key Financial Indicators\*

	Amount , GEL, thousands				Share in total sector, %	Rank	Change**	
	2016 Q 3***	2015***	2015 Q 3***	30.09.16/			30.09.16/	
				31.12.15			30.09.15	
Assets	100,416	64,057	72,420	0.39%	15	56.76%	38.66%	
Loan Portfolio	13,263	13,676	13,565	0.08%	15	(3.02%)	(2.23%)	
Liabilities	79,062	44,428	53,184	0.36%	15	77.96%	48.66%	
Deposits	74,866	41,296	40,596	0.50%	11	81.29%	84.42%	
Total Equity	21,354	19,629	19,236	0.56%	16	8.79%	11.01%	
Share Capital	0	0	0	0.00%	17	0.00%	0.00%	
Total Income****	3,276	3,706	2,827	0.15%	16		15.90%	
Interest Income	2,497	2,811	2,197	0.14%	17		13.62%	
Net Profit/ loss after Taxes	1,734	2,076	1,700	0.36%	13		1.96%	

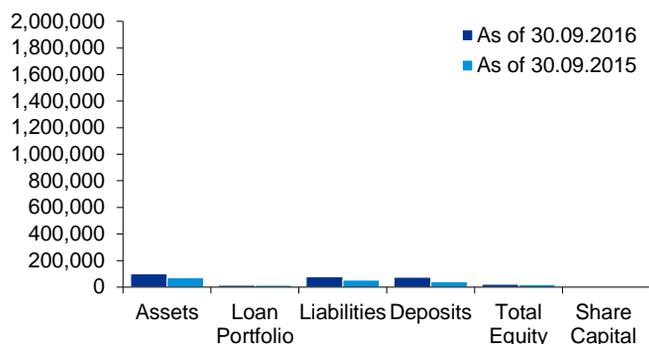
\* The indicators of the financial position are as of the last day of the corresponding period.

\*\* The change for the financial performance indicators is for the periods of the first 9 months of the years

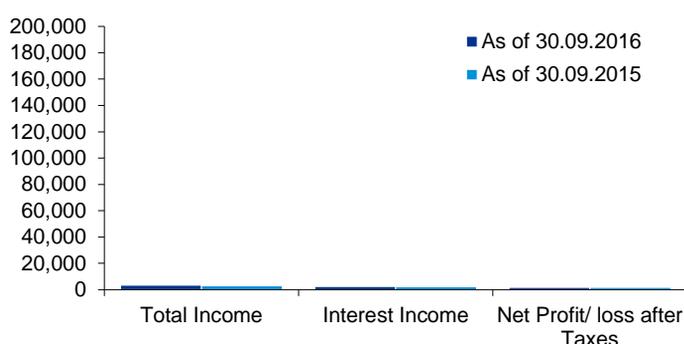
\*\*\* The audited financial statements of the bank is the source of the 2015 year end information, while 2015 Q3 and 2016 Q3 results are based on the NBS data

\*\*\*\* The total income consists of interest income and fee and commission income

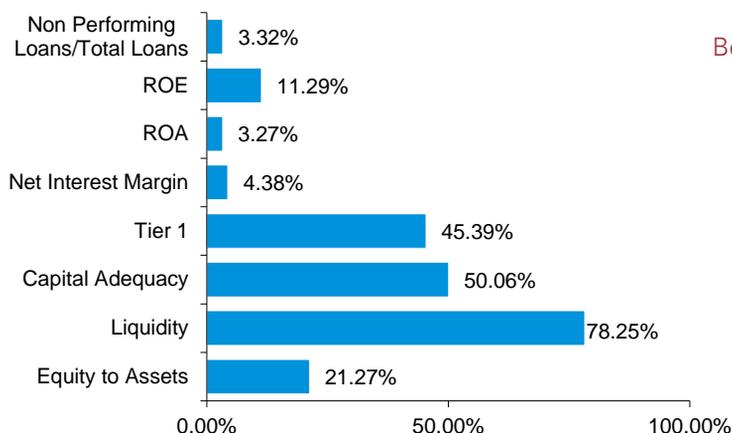
### Key Indicators of Financial Position, GEL, thousands



### Key Indicators of Financial Performance, GEL, thousands



### Key Ratios



### Rankings

Below the top ten banks by all financial indicators

July

August

September

# Appendix 1

## Shareholding Structure & General Information

The shareholding structure of the Georgian banks is diverse. There are both resident and non-resident shareholders. Meanwhile, almost in all the Georgian banks non-resident shareholders are presented.

The shareholding structure and information on branches and the staff for each bank is presented below.

### JSC Bank of Georgia

**List of Shareholders owning 1% and more of issued capital:**

BGEO Group 99.51%

**List of bank beneficiaries, direct or indirect holders of 5% or more of shares:**

Harding Loevner Management LP  
9.63%

Different funds / schemes managed by  
Schroders Plc and its subsidiaries  
6.13%

**Branches and Service centers:** 219  
**Staff:** 3622 employees

### JSC Bank Republic

**List of Shareholders owning 1% and more of issued capital:**

Societe Generale 93.64%  
EBRD 6.36%

**List of bank beneficiaries, direct or indirect holders of 5% or more of shares:**

N/A

**Branches and Service centers:** 41  
**Staff:** 972

### JSC Basisbank

**Shareholders owning 1% and more of issued capital:**

Xinjiang HuaLing Industry & Trade  
(Group) Co LTD 92.30%  
Zaiqi Mi 6.97%

**List of bank beneficiaries, direct or indirect holders of 5% or more of shares:**

Enhua Mi 92.22%  
Zaiqi Mi 6.97%

**Branches and Service centers:** 18  
**Staff:** 296 employees

### JSC Capital Bank

**List of Shareholders owning 1% and more of issued capital:**

ESOL B.V. LLC 100%

**List of bank beneficiaries, direct or indirect holders of 5% or more of shares:**

Gilbert Richard Armenta 100%

**Branches and Service centers:** 4  
**Staff:** 90

### JSC CARTU BANK

**List of Shareholders owning 1% and more of issued capital:**

Jsc Cartu Group 100%

**List of bank beneficiaries, direct or indirect holders of 5% or more of shares:**

Uta Ivanishvili 100%

**Branches and Service centers:** 10  
**Staff:** 201- 500 employees

### JSC FINCA Bank Georgia

**List of Shareholders owning 1% and more of issued capital:**

FINCA Microfinance Coöperatief U.A.  
(Netherlands) 100%

**List of bank beneficiaries, direct or indirect holders of 5% or more of shares:**

FINCA Microfinance Holding Company  
LLC 100 Voting right of FINCA  
Microfinance Coöperatief U.A.  
FINCA International, Inc (New York,  
USA) 62.64%  
IFC 14.38%  
KfW 8.94%  
FMO 7.31%

**Branches and Service centers:** 40  
**Staff:** 739 employees

### JSC Halyk Bank Georgia

**List of Shareholders owning 1% and more of issued capital:**

JSC Halyk Bank of Kazakhstan-100%

**List of bank beneficiaries, direct or indirect holders of 5% or more of shares:**

Timur Kulibayev 36.77%  
Dinara Kulibayeva 36.77%

**Branches and Service centers:** 5  
**Staff:** 150-200

### JSC International Bank of Azerbaijan- Georgia

**List of Shareholders owning 1% and more of issued capital:**

OJSC International Bank of Azerbaijan  
75.00%  
OJSC Azerbaijan Industry Bank 12.50%  
Natia Chkhartishvili 6.25%  
Mikheil Chkhartishvili 6.25%

**List of bank beneficiaries, direct or indirect holders of 5% or more of shares:**

State Committee of State Property of  
Azerbaijan Republic 41.22%  
Leyla Gozal Kurt 7.07%  
Natia Chkhartishvili 6.25%  
Mikheil Chkhartishvili 6.25%

**Branches and Service centers:** 1  
**Staff:** 11-50

### JSC Isbank Georgia

**List of Shareholders owning 1% and more of issued capital:**

Turkey Is Bank 100.00%

**List of bank beneficiaries, direct or indirect holders of 5% or more of shares:**

Turkiye Is Bankası A,S, Employees  
Pension Fund 40.15%  
Turkey Republican People's Party  
28.09%

**Branches and Service centers:** 2  
**Staff:** 24

# Appendix 1

## Shareholding Structure & General Information (continued)

### JSC Liberty Bank

**List of Shareholders owning 1% and more of issued capital:**

Liberty Holding Georgia LLC 73.02%  
 BNY Limited (Nominees) 12.79%  
 Vladimer Gurgenedze 4.79%  
 ELVIN Solutions Limited 1.66%  
 OLIVE Capital Management Ltd 1.20%  
 Jaap Willem Rotgans 1.01%  
 Others 5.53%

**List of bank beneficiaries, direct or indirect holders of 5% or more of shares:**

Denis Korotkov-Koganovich 24.88%  
 Malik Ishmurotov 24.88%  
 Nurlan Abduov 24.88%  
 BNY Limited (Nominees) 12.59%

**Branches and Service centers : 629**  
**Staff: 4900**

### JSC Pasha Bank Georgia

**List of Shareholders owning 1% and more of issued capital:**

PASHA Bank OJSC 100.00%

**List of bank beneficiaries, direct or indirect holders of 5% or more of shares:**

Arif Pashayev 10.00%  
 Arzu Aliyeva 45.00%  
 Leyla Aliyeva 45.00%

**Branches and Service centers : 1**  
**Staff: 50-60**

### JSC ProCredit Bank

**List of Shareholders owning 1% and more of issued capital:**

ProCredit Holding AG & Co. KGaA 100.00%

**List of bank beneficiaries, direct or indirect holders of 5% or more of shares:**

Zeitinger Invest GmbH 18.41%  
 KfW 13.62%  
 DOEN Foundation 13.32%  
 IFC 10.30%  
 TIAA-CREF 9.95%  
 ProCredit Staff Invest GmbH & Co. KG 5.53%  
 Omidayar 5.19%  
 BIO 5.66%  
 FMO 5.29%

**Branches and Service centers : 43**  
**Staff: N/A**

### JSC Silk Road Bank

**List of Shareholders owning 1% and more of issued capital:**

JSC Silk Road Financial Group 99.987%

**List of bank beneficiaries, direct or indirect holders of 5% or more of shares:**

Giorgi Ramishvili 61.992%  
 Alexi Topuria 28.496 %  
 David Franz Borger, Germany 9.499%

**Branches and Service centers : 9**  
**Staff: 100-200 employees**

### JSC TBC Bank

**List of Shareholders owning 1% and more of issued capital:**

TBC Bank Group PLC 98.21%

**List of bank beneficiaries, direct or indirect holders of 5% or more of shares:**

Mamuka Khazaradze 14.67%  
 EBRD 12.28%  
 Badri Japaridze 7.33%  
 Malone Financial 6.27%  
 Different funds managed by Pioneer Investment Management LTD - 6.10%  
 Dunross & Co. 5.99%  
 IFC 5.70%  
 JPMorgan Asset Management Holdings 5.59%

**Branches and Service centers : 128**  
**Staff: 4,765 employees**

### JSC Terabank (previously Kor Standard Bank)

**List of Shareholders owning 1% and more of issued capital:**

H.H Sheikh Nahayan Mabarak AL Nahayan 45%  
 H.H. Sheikh Hamdan Bin Zayed AL Nahayan 20%  
 H.H. Sheikh Mansoor Bin Zayed Bin Sultan AL Nahayan 15%  
 H.E. Shaikh Mohammad Butti AL Hamed 15%  
 LTD INVESTMENT TRADING GROUP 5%

**List of bank beneficiaries, direct or indirect holders of 5% or more of shares:**

H.H Sheikh Nahayan Mabarak AL Nahayan 45%  
 H.H. Sheikh Hamdan Bin Zayed AL Nahayan 20%  
 H.H. Sheikh Mansoor Bin Zayed Bin Sultan AL Nahayan 15%  
 H.E. Shaikh Mohammad Butti AL Hamed 15%

**Branches and Service centers: 21**  
**Staff: 383**

### JSC VTB Bank (Georgia)

**List of Shareholders owning 1% and more of issued capital:**

JSC VTB Bank 97.14%  
 LTD Lakarpa Enterprises Limited 1.61%

**List of bank beneficiaries, direct or indirect holders of 5% or more of shares:**

Russian Federation 59.2%

**Branches and Service centers: 35**  
**Staff: 1160**

### T.C. ZIRAAT BANKASI A.S. TBILISI BRANCH

**List of Shareholders owning 1% and more of issued capital:**

The Undersecretariat of Treasury of the Turkish Republic -100%

**List of bank beneficiaries, direct or indirect holders of 5% or more of shares:**

The Undersecretariat of Treasury of the Turkish Republic - 100%

**Branches and Service centers : 2**  
**Staff: 29 employees**

# Appendix 2

## Sector Insights

### Assets

As of 30 September 2016 the assets grew in almost all the banks, and only two banks suffered decreases as compared with the same period of 2015.

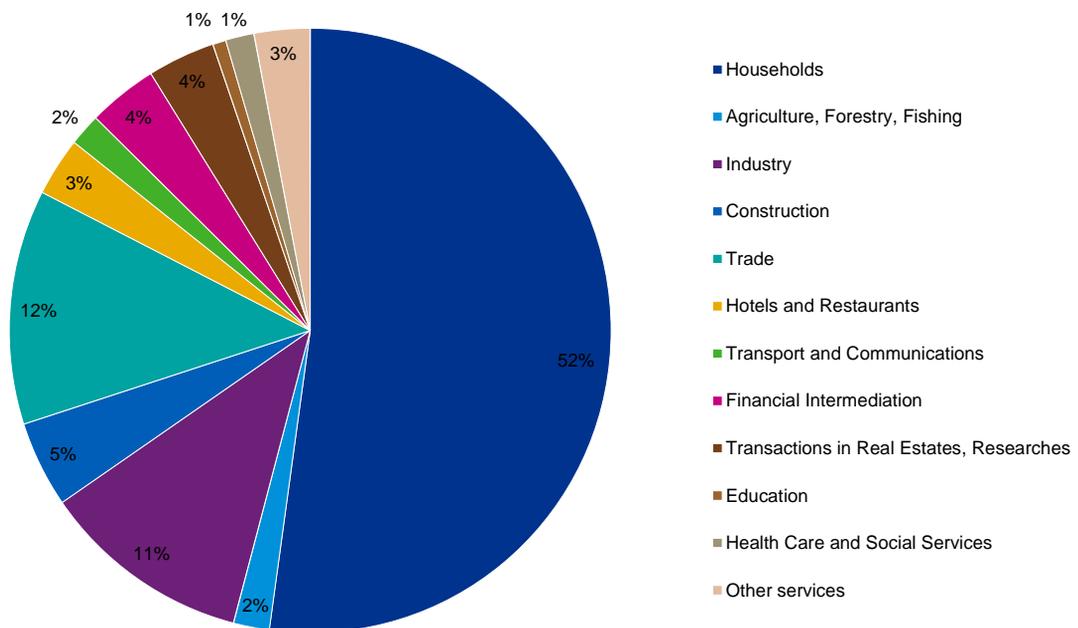
As of 30 September 2016 Bank of Georgia had the highest value of assets - about GEL 8.6 billion, which is 33.16% of the total assets of the banking sector. Silk Road Bank had the lowest level – GEL 0.063 billion (0.25% in total assets). It is worth mentioning that, as of 30 September 2016, the top two banks (ranked by assets) held 61.51% of the assets of the banking system, while the top five banks held 79.47% of the total assets.

### Loan portfolio

The total amount of loans issued at the end of the third quarter of 2016 amounted to GEL 16.66 billion (Q3 2015: GEL 15.77 billion). The major part of the loans was borrowed by households (52%), trade (12%) and industry (11%), while education held only 1% of the total loans issued as of 30 September 2016.

As at 30 September 2016 the Herfindahl-Hirschman Index amounted to 2,076, which implies that the Georgian banking sector is highly concentrated.

**Structure of banks in Georgia by loan volume, Q3 2016\***



\* Analysis is done based on Loans Net of Provision (NBG)

# Appendix 2

## Sector Insights (continued)

### Liabilities

As of 30 September 2016 the banking system total liabilities grew by 3.2%, compared with the same figure as of 30 September 2015, to reach GEL 22.15 billion, of which 72.1% are deposits.

### Deposits

As of 30 September 2016 non-bank deposits represented 67.3% of the total liabilities of the banking sector (GEL 14.90 billion).

As of 30 September 2016 69.8% of the deposits were placed in foreign currencies, while the remaining 30.2% in national currency. 47.4% of the total deposits were time deposits, while current accounts and demand deposits represented 30.5% and 22.1% of the total deposits respectively.

Around 80.7% of the time deposits were placed in foreign currencies, while 60.0% of total of current accounts and demand deposits were placed in foreign currency.

### Structure of deposits\*



Source: National Bank of Georgia

\* Analysis of the Structure of Deposits are based on NBG aggregate data of Deposits, where total amount of non-bank deposits was 15.62 billion, which can not be reconciled with the aggregate data of Assets and Liabilities that indicated amount of non-bank deposits of 14.90 billion.

### Equity

At the end of the Q3 2016 the total equity to total assets ratio was 14.8%, which is higher compared to the same ratio of 2015 (13.4%).

As of 30 September 2016 TBC Bank had the highest level of equity - about GEL 1.23 billion, which is 32% of the total equity of the banking system. Capital Bank had the lowest level – GEL 0.015 billion (0.4% in total equity). 77% of the total equity of the banking system belonged to the top five banks (ranked by the equity) as of 30 September 2016.

### Interest income

For the period the interest income amounted to GEL 1.74 billion. Thirteen banks out of the seventeen increased their interest income compared to the same period of 2015.

### Profit/loss

Financial performance of the sector was positive during the third quarter of 2016. Comparing with the same period last year, interest income, holding the highest share in the total income, rose by 8.2% and reached GEL 1.74 billion. Total fee and commission income increased by 12.0% and amounted to GEL 0.22 billion, while net profit of the banks for the first three quarters was GEL 0.48 billion, 28.4% higher when compared with the same period of 2015.

During the first three quarters of 2016, 14 banks operating in Georgia were profitable. The others incurred total losses after taxes.

# Appendix 3

## Key Financial Indicators

### Key Indicators of the Financial Position as of 30.09.2016

GEL Thousands						
	Assets	Loans	Liabilities	Deposits	Total Equity	Share Capital
JSC Bank of Georgia	8,616,885	5,312,938	7,522,185	4,643,205	1,094,700	26,835
JSC TBC Bank	7,368,162	4,954,470	6,140,891	4,556,145	1,227,271	20,022
JSC Bank Republic	1,744,016	1,237,144	1,470,775	720,010	273,241	76,031
JSC Liberty Bank	1,611,749	792,748	1,438,964	1,281,339	172,784	43,841
JSC VTB Bank-Georgia	1,310,477	862,561	1,163,722	866,241	146,755	191,293
JSC ProCredit Bank	1,233,556	891,731	1,069,505	629,716	164,051	88,915
JSC Cartu Bank	1,149,149	902,363	963,445	719,260	185,704	114,430
JSC BasisBank	806,042	443,126	640,749	519,537	165,292	16,057
JSC TeraBank	684,517	497,002	598,227	514,529	86,289	111,000
JSC Halyk Bank Georgia	323,117	229,468	272,171	49,997	50,946	48,000
JSC PASHA Bank Georgia	277,664	91,183	177,264	41,003	100,400	103,000
JSC Finca Bank Georgia	260,471	180,407	225,891	85,059	34,580	20,214
JSC Isbank Georgia	225,909	155,915	193,740	56,662	32,169	30,000
JSC The International Bank of Azerbaijan-Georgia	119,659	76,496	84,564	21,681	35,095	22,688
JSC ZIRAAT BANKASI A.S. Tbilisi Branch	100,416	13,263	79,062	74,866	21,354	0
JSC Capital Bank	91,482	3,836	76,027	67,114	15,455	24,000
JSC Silk Road Bank	63,854	10,950	35,213	31,929	28,641	30,000
<b>Total</b>	<b>25,987,124</b>	<b>16,655,602</b>	<b>22,152,396</b>	<b>14,878,295</b>	<b>3,834,728</b>	<b>966,325</b>

# Appendix 3

## Key Financial Indicators (continued)

### Key Indicators of the Financial Results for the period ended 30.09.2016

GEL Thousands							
	Interest Income	Net Interest Income	Fee and commission income	Net fee and commission income	Provision for loan loss	Net profit/ loss before taxes	Net profit/ loss after taxes
JSC Bank of Georgia	609,925	351,321	108,533	71,552	106,828	206,170	150,542
JSC TBC Bank	468,837	289,206	108,778	64,858	31,352	207,382	183,806
JSC Liberty Bank	175,757	86,778	46,641	40,034	13,912	21,788	21,788
JSC Bank Republic	118,575	72,224	23,970	19,003	12,681	47,744	41,584
JSC VTB Bank-Georgia	80,373	41,608	16,109	11,350	5,864	18,019	16,201
JSC ProCredit Bank	72,640	47,140	9,912	4,468	7,726	20,822	17,699
JSC Cartu Bank	72,371	44,851	4,069	(899)	13,694	37,300	33,037
JSC TeraBank	46,378	17,619	5,548	2,571	26,208	(17,028)	(15,932)
JSC BasisBank	47,515	28,108	3,751	1,363	2,158	20,674	18,589
JSC Finca Bank Georgia	40,462	26,794	3,686	(1,327)	5,171	125	104
JSC Halyk Bank Georgia	20,335	13,652	2,939	1,286	3,902	5,092	4,524
JSC PASHA Bank Georgia	17,302	11,816	111	(18)	(1,945)	6,559	6,559
JSC Isbank Georgia	11,204	5,742	1,031	78	351	1,825	1,784
JSC The International Bank of Azerbaijan-Georgia	6,544	5,295	1,358	1,094	(1,383)	6,696	6,696
JSC Capital Bank	2,522	2,423	4,743	734	2,130	(3,121)	(3,121)
JSC ZIRAAT BANKASI A.S. Tbilisi Branch	2,497	2,322	780	411	96	1,734	1,734
JSC Silk Road Bank	2,734	1,944	280	139	(709)	(1,313)	(1,316)
<b>Total</b>	<b>1,795,968</b>	<b>1,048,844</b>	<b>342,241</b>	<b>216,698</b>	<b>228,037</b>	<b>580,467</b>	<b>484,277</b>

# Appendix 3

## Key Financial Indicators (continued)

### Key Indicators of the Financial Position as of 30.09.2015

GEL Thousands						
	Assets	Loans	Liabilities	Deposits	Total Equity	Share Capital
JSC Bank of Georgia	8,597,582	5,156,955	7,693,485	4,400,542	904,097	26,659
JSC TBC Bank	6,679,070	4,461,452	5,699,112	4,237,940	979,958	19,812
JSC Bank Republic	1,536,655	1,141,399	1,320,762	693,161	215,893	76,031
JSC Liberty Bank	1,560,319	753,373	1,393,447	1,310,077	166,872	53,866
JSC VTB Bank-Georgia	1,212,259	781,177	1,096,027	746,518	116,232	171,293
JSC ProCredit Bank	1,190,038	895,934	1,049,160	660,649	140,878	88,915
JSC Cartu Bank	1,076,704	819,747	833,747	496,635	242,957	114,430
JSC BasisBank	780,935	452,233	643,585	445,438	137,350	15,976
JSC TeraBank	633,941	455,183	531,823	453,021	102,119	111,000
JSC Halyk Bank Georgia	243,898	183,746	198,661	40,335	45,236	48,000
JSC PASHA Bank Georgia	283,733	98,963	189,667	5,557	94,066	103,000
JSC Finca Bank Georgia	217,122	163,017	181,014	17,700	36,108	20,214
JSC Isbank Georgia	195,686	142,221	164,964	54,012	30,721	30,000
JSC The International Bank of Azerbaijan-Georgia	145,390	95,493	117,053	17,316	28,337	22,688
JSC ZIRAAT BANKASI A.S. Tbilisi Branch	72,420	13,565	53,184	40,596	19,236	-
JSC Capital Bank	63,844	21,223	61,168	44,564	2,675	17,120
JSC Silk Road Bank	59,318	15,417	28,728	21,277	30,589	30,000
JSC Progress Bank*	203,968	98,827	188,466	92,108	15,502	17,475
JSC Caucasus Development Bank – Georgia**	42,094	16,195	21,733	18,746	20,361	20,039
<b>Total</b>	<b>24,794,974</b>	<b>15,766,119</b>	<b>21,465,788</b>	<b>13,796,193</b>	<b>3,329,186</b>	<b>986,515</b>

\* In October 2016, banking license for Progress Bank was cancelled

\*\* In September 2016, banking license for Caucasus Development Bank – Georgia was cancelled

# Appendix 3

## Key Financial Indicators (continued)

### Key Indicators of the Financial Results for the period ended 30.09.2015

GEL Thousands							
	Interest Income	Net Interest Income	Fee and commission income	Net fee and commission income	Provision for loan loss	Net profit/ loss before taxes	Net profit/ loss after taxes
JSC Bank of Georgia	578,661	335,672	94,110	60,988	131,397	165,868	141,228
JSC TBC Bank	405,262	238,949	90,647	53,658	70,839	119,899	107,190
JSC Liberty Bank	174,419	88,103	35,365	30,091	26,198	17,962	17,962
JSC Bank Republic	93,490	60,542	21,736	17,454	13,866	36,949	32,012
JSC VTB Bank-Georgia	68,923	36,557	13,740	9,773	13,975	8,221	7,512
JSC ProCredit Bank	73,924	48,193	11,044	6,174	17,193	16,548	14,717
JSC Cartu Bank	80,628	59,639	3,675	-259	19,945	38,907	30,651
JSC TeraBank	42,468	20,279	4,009	1,910	3,977	7,388	7,388
JSC BasisBank	40,865	25,600	3,959	1,749	12,538	8,661	8,404
JSC Finca Bank Georgia	35,675	26,499	4,424	296	5,463	1,154	811
JSC Halyk Bank Georgia	14,808	9,933	758	482	2,796	3,158	2,669
JSC PASHA Bank Georgia	13,529	9,965	61	(41)	1,389	2,918	2,918
JSC Isbank Georgia	8,898	4,671	352	163	1,497	895	895
JSC The International Bank of Azerbaijan-Georgia	11,344	5,779	1,140	889	6,791	1,555	807
JSC Capital Bank	1,877	828	4,723	957	175	(2,160)	(2,160)
JSC ZIRAAT BANKASI A.S. Tbilisi Branch	2,197	1,912	629	346	56	1,700	1,700
JSC Silk Road Bank	4,587	3,334	542	227	(4,062)	1,764	1,764
JSC Progress Bank*	9,510	4,963	162	(125)	885	836	629
JSC Caucasus Development Bank – Georgia**	1,943	1,481	220	83	464	154	154
<b>Total</b>	<b>1,663,008</b>	<b>982,901</b>	<b>291,296</b>	<b>184,815</b>	<b>325,380</b>	<b>432,377</b>	<b>377,250</b>

\* In October 2016, banking license for Progress Bank was cancelled

\*\* In September 2016, banking license for Caucasus Development Bank – Georgia was cancelled

# Appendix 4

## Bank Contact Details

<b>JSC Bank of Georgia</b>
<p><b>CEO</b> Kakhaber Kiknavelidze <b>Members of Board of Directors:</b> Levan Kulijanishvili Mikheil Gomarteli Archil Gachechiladze Giorgi Chiladze Alexander Katsman Tornike Gogichaishvili <b>Address:</b> 29a Gagarini Street <b>Tel./Fax:</b> (37410) 514040, 514060 <b>E-mail:</b> customerservice@bog.ge <b>Website:</b> www.BOG.ge <b>SWIFT:</b> BAGAGE22</p>

<b>Bank REPUBLIC</b>
<p><b>CEO</b> Nikoloz Kurdiani <b>Members of Board of Directors:</b> Vano Baliashvili George Tkheldidze Ketevan Tevzadze Gedi Gelbakhiani <b>Address:</b> 2 Gr. Abashidze St <b>Tel./Fax:</b> (995 32) 2925 555 (995 32) 2925 544 <b>E-mail:</b> info@republic.ge <b>Website:</b> www.republic.ge <b>SWIFT:</b> REPLGE22</p>

<b>Basisbank</b>
<p><b>CEO</b> David Tsaava <b>Members of Board of Directors:</b> Lia Aslanikashvili David Kakabadze Levan Gardaphkhadze Li Hui  <b>Address:</b> 1, Ketevan Tsamebuli Ave. <b>Tel./Fax:</b> (995 32) 2 922 922 <b>E-mail:</b> info@basisbank.ge <b>Website:</b> www.basisbank.ge <b>SWIFT:</b> CBASGE22</p>

<b>JSC International Bank of Azerbaijan-Georgia</b>
<p><b>CEO</b> Emil Abasbayli <b>Members of Board of Directors:</b> Tamar Gogolashvili Shalva Gudadze <b>Address:</b> 1 Leonidze Street <b>Tel./Fax:</b> +995 322 29 22 22 <b>E-mail:</b> info@ibaz.ge <b>Website:</b> www.ibaz.ge <b>SWIFT:</b> IBAZGE22</p>

<b>JSC Capital Bank</b>
<p><b>CEO</b> Giorgi Gzirishvili <b>Members of Board of Directors:</b> Sopio Panaetova Olafur Vihjalmsson <b>Address:</b> 1 Vertskhli Street <b>Tel./Fax:</b> +995 (32) 242 8888 <b>E-mail:</b> Info@capitalbank.ge <b>Website:</b> www.capitalbank.ge <b>SWIFT:</b> IJSMGE22</p>

<b>JSC CARTU BANK</b>
<p><b>CEO</b> Nato Khaindrava <b>Members of Board of Directors:</b> David Galuashvili Zurab Gogua Beqa Kvaratskhelia Givi Lebanidze <b>Address:</b> 39a Chavchavadze <b>Tel./Fax:</b> 995 32 292 55 92 (995 32) 2250 580 <b>Website:</b> www.cartubank.ge <b>SWIFT:</b> CRTUGE22</p>

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# Appendix 4

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**JSC TBC bank**  
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 Vano Baliashvili  
 Nino Masurashvili  
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# Glossary of Terms

## ***Herfindahl-Hirschman Index***

Calculated by squaring the market share of each firm competing in the market and then summing the resulting numbers. Index below 1,000 indicates an unconcentrated index; index between 1,000 and 1,800 indicates moderate concentration; index above 1,800 indicates high concentration.

## ***Equity to assets***

Calculated as the total equity divided by the total assets.

## ***Return on Assets***

The ratio of annualized net profit to average annual assets.

## ***Return on Equity***

The ratio of annualized net profit to average annual share capital.

## ***Net Interest Margin***

The ratio of annualized net interest income to annual average assets.

## ***Tier 1 Ratio***

The ratio of Tier 1 Capital of the bank defined according to the rule set by NBG to risk weighted assets. Required minimum by the National Bank of Georgia – 7.2%.

## ***Capital Adequacy Ratio***

The ratio of regulatory Capital of the bank defined according to the rule set by NBG to risk weighted assets. Required minimum by the National Bank of Georgia – 10.8%

## ***Liquidity Ratio***

Calculated as the liquid assets divided by the total assets.



# Contacts

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