## Bank of Georgia Q3 2009 \& YTD 2009 financials

## Bank of Georgia consolidated Income Statement Q3 2009

| Period ended | Q3 2009 |  | Q2 2009 |  | Q3 2008 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated, IFRS Based | US\$ ${ }^{1}$ | GEL | US\$ ${ }^{2}$ | GEL | Growth | US\$ ${ }^{\text {S }}$ | GEL | Growth |
| 000s Unless otherwise noted | (Unaudited) |  | (Unaudited) |  | Q-O-Q | (Unaudited) |  | Y-0-Y |
| Interest Income | 55,874 | 93,707 | 57,028 | 94,547 | -0.9\% | 77,138 | 108,379 | -13.5\% |
| Interest Expense | 26,703 | 44,783 | 27,201 | 45,097 | -0.7\% | 35,251 | 49,527 | -9.6\% |
| Net Interest Income | 29,172 | 48,924 | 29,827 | 49,450 | -1.1\% | 41,888 | 58,852 | -16.9\% |
| Fees \& Commission Income | 8,091 | 13,569 | 8,494 | 14,082 | -3.6\% | 10,798 | 15,171 | -10.6\% |
| Fees \& Commission Expense | 1,819 | 3,050 | 1,502 | 2,490 | 22.5\% | 1,580 | 2,220 | 37.4\% |
| Net Fees \& Commission Income | 6,272 | 10,519 | 6,992 | 11,592 | -9.3\% | 9,218 | 12,951 | -18.8\% |
| Income From Documentary Operations | 1,669 | 2,799 | 1,434 | 2,377 | 17.8\% | 1,592 | 2,237 | 25.1\% |
| Expense On Documentary Operations | 286 | 480 | 363 | 601 | -20.1\% | 390 | 548 | -12.4\% |
| Net Income From Documentary Operations | 1,383 | 2,319 | 1,071 | 1,776 | 30.6\% | 1,202 | 1,689 | 37.3\% |
| Net Foreign Currency Related Income | 3,858 | 6,471 | 4,261 | 7,064 | -8.4\% | 6,717 | 9,437 | -31.4\% |
| Net Insurance Income / (Loss) | 2,935 | 4,923 | 3,047 | 5,052 | -2.6\% | 1,750 | 2,459 | 100.2\% |
| Brokerage And Investments Banking Income | 1,138 | 1,908 | 813 | 1,348 | 41.5\% | 82 | 115 | 1559.1\% |
| Asset Management Income | 125 | 210 | 154 | 256 | -18.0\% | 105 | 148 | 41.9\% |
| Net Investment Gains / (Losses) | (314) | (526) | 185 | 306 | NMF | (814) | $(1,144)$ | NMF |
| Other | 2,717 | 4,557 | 2,255 | 3,739 | 21.9\% | 1,001 | 1,407 | 223.9\% |
| Net Other Non-Interest Income | 6,602 | 11,072 | 6,455 | 10,701 | 3.5\% | 2,125 | 2,985 | 270.9\% |
| Net Non-Interest Income | 18,115 | 30,381 | 18,779 | 31,133 | -2.4\% | 19,261 | 27,062 | 12.3\% |
| Total Operating Income (Revenue) | 47,287 | 79,305 | 48,605 | 80,583 | -1.6\% | 61,149 | 85,914 | -7.7\% |
| Personnel Costs | 13,306 | 22,315 | 13,989 | 23,193 | -3.8\% | 20,194 | 28,372 | -21.3\% |
| Selling, General \& Administrative Expenses | 6,278 | 10,529 | 6,017 | 9,976 | 5.5\% | 7,643 | 10,738 | -1.9\% |
| Procurement \& Operations Support Expenses | 1,762 | 2,955 | 2,345 | 3,888 | -24.0\% | 2,523 | 3,545 | -16.6\% |
| Depreciation And Amortization | 3,762 | 6,310 | 3,966 | 6,576 | -4.0\% | 3,885 | 5,458 | 15.6\% |
| Other Operating Expenses | 1,700 | 2,851 | 1,623 | 2,691 | 5.9\% | 1,078 | 1,514 | 88.3\% |
| Total Recurring Operating Costs | 26,808 | 44,960 | 27,941 | 46,324 | -2.9\% | 35,322 | 49,627 | -9.4\% |
| Normalized Net Operating Income / (Loss) | 20,479 | 34,345 | 20,664 | 34,259 | 0.3\% | 25,827 | 36,287 | -5.4\% |
| Net Non-Recurring Income / (Costs) | $(1,136)$ | $(1,906)$ | (175) | (290) | 557.2\% | $(1,854)$ | $(2,605)$ | -26.8\% |
| Profit / (Loss) Before Provisions | 19,342 | 32,439 | 20,489 | 33,969 | -4.5\% | 23,973 | 33,682 | -3.7\% |
| Net Provision Expense | 17,889 | 30,001 | 24,543 | 40,690 | -26.3\% | 73,431 | 103,171 | -70.9\% |
| Pre-Tax Income / (Loss) | 1,454 | 2,438 | $(4,054)$ | $(6,721)$ | NMF | $(49,458)$ | $(69,489)$ | NMF |
| Income Tax Expense / (Benefit) | (113) | (189) | $(1,445)$ | $(2,395)$ | NMF | $(7,495)$ | $(10,531)$ | NMF |
| Net Income / (Loss) | 1,566 | 2,627 | $(2,609)$ | $(4,326)$ | NMF | $(41,963)$ | $(58,958)$ | NMF |

1 Converted to U.S. dollars for the convenience using a period-end exchange rate of GEL 1.6771 per US $\$ 1.00$, such exchange rate being the official Georgian Lari to U.S. dollar period-end exchange rate as reported by the National Bank of Georgia on 30 September 2009 2 Converted to U.S. dollars for the convenience using a period-end exchange rate of GEL 1.6579 per US $\$ 1.00$, such exchange rate being the official Georgian Lari to U.S. dollar period-end exchange rate as reported by the National Bank of Georgia on 30 June 2009 3 Converted to U.S. dollars for the convenience using a period-end exchange rate of GEL 1.4050 per US $\$ 1.00$, such exchange rate being the official Georgia Lari to U.S. dollar period-end exchange rate as reported by the National Bank of Georgia on 30 September 2008 4 Change calculations based on GEL values

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January 2010

## Bank of Georgia consolidated Income Statement 9 Months 2009

| Period ended | 9 months 2009 |  | 9 months 2008 |  | Growth ${ }^{3}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | US\$ ${ }^{1}$ | L | US\$ ${ }^{\text { }}$ | GEL |  |
| Consolidated, IFRS Based | (Unaudited) |  | (Unaudited) |  | y-0-y |
| 000s Unless otherwise noted |  |  |  |  |  |
| Interest Income | 172,969 | 290,087 | 217,192 | 305,155 | -4.9\% |
| Interest Expense | 83,053 | 139,289 | 100,145 | 140,704 | -1.0\% |
| Net Interest Income | 89,916 | 150,798 | 117,047 | 164,451 | -8.3\% |
| Fees \& Commission Income | 24,609 | 41,271 | 30,120 | 42,318 | -2.5\% |
| Fees \& Commission Expense | 4,786 | 8,026 | 4,349 | 6,110 | 31.4\% |
| Net Fees \& Commission Income | 19,823 | 33,245 | 25,771 | 36,208 | -8.2\% |
| Income From Documentary Operations | 4,693 | 7,871 | 4,608 | 6,474 | 21.6\% |
| Expense On Documentary Operations | 917 | 1,538 | 1,043 | 1,465 | 5.0\% |
| Net Income From Documentary Operations | 3,776 | 6,333 | 3,565 | 5,009 | 26.4\% |
| Net Foreign Currency Related Income | 13,305 | 22,313 | 23,536 | 33,068 | -32.5\% |
| Net Insurance Income / (Loss) | 7,762 | 13,017 | 4,152 | 5,833 | 123.2\% |
| Brokerage And Investments Banking Income | 2,142 | 3,593 | 2,104 | 2,956 | 21.5\% |
| Asset Management Income | 374 | 628 | 740 | 1,040 | -39.6\% |
| Net Investment Gains / (Losses) | (133) | (223) | $(1,347)$ | $(1,892)$ | -88.2\% |
| Other | 7,094 | 11,897 | 4,453 | 6,256 | 90.2\% |
| Net Other Non-Interest Income | 17,239 | 28,912 | 10,102 | 14,193 | 103.7\% |
| Net Non-Interest Income | 54,143 | 90,803 | 62,974 | 88,478 | 2.6\% |
| Total Operating Income (Revenue) | 144,059 | 241,601 | 180,021 | 252,929 | -4.5\% |
| Personnel Costs | 40,244 | 67,493 | 57,909 | 81,362 | -17.0\% |
| Selling, General \& Administrative Expenses | 19,196 | 32,193 | 24,229 | 34,042 | -5.4\% |
| Procurement \& Operations Support Expenses | 5,843 | 9,800 | 7,039 | 9,890 | -0.9\% |
| Depreciation And Amortization | 10,775 | 18,071 | 10,073 | 14,152 | 27.7\% |
| Other Operating Expenses | 4,992 | 8,372 | 2,505 | 3,520 | 137.8\% |
| Total Recurring Operating Costs | 81,050 | 135,929 | 101,755 | 142,966 | -4.9\% |
| Normalized Net Operating Income / (Loss) | 63,009 | 105,672 | 78,265 | 109,963 | -3.9\% |
| Net Non-Recurring Income / (Costs) | $(1,445)$ | $(2,424)$ | 6,589 | 9,257 | -126.2\% |
| Profit / (Loss) Before Provisions | 61,563 | 103,248 | 84,854 | 119,220 | -13.4\% |
| Net Provision Expense | 61,268 | 102,752 | 83,855 | 117,816 | -12.8\% |
| Pre-Tax Income / (Loss) | 296 | 496 | 999 | 1,404 | -64.7\% |
| Income Tax Expense / (Benefit) | $(1,721)$ | $(2,886)$ | 78 | 109 | -2747.7\% |
| Net Income / (Loss) | 2,017 | 3,382 | 922 | 1,295 | 161.2\% |

[^0] 3Change calculations based on GEL value

## Bank of Georgia consolidated Balance Sheet Q3 2009

| Period ended | 30-Sep-09 |  | 30-Jun-09 |  | 31-Mar-09 |  | $\begin{gathered} \text { Change }^{4} \\ \text { Sep } 30 \\ \text { /June } 30 \end{gathered}$ | Change Sep 30 <br> /March 30 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated, IFRS Based | US $\$^{1}$ | GEL | US $\$^{2}$ | GEL | US\$ ${ }^{3}$ | GEL |  |  |
| 000s Unless otherwise noted | (Unaudited) |  |  |  | (Unaudited) |  |  |  |
| Cash And Cash Equivalents | 98,714 | 165,553 | 85,886 | 142,390 | 102,477 | 171,136 | 16.3\% | -3.3\% |
| Loans And Advances To Credit Institutions | 228,380 | 383,016 | 187,879 | 311,484 | 248,417 | 414,857 | 23.0\% | -7.7\% |
| Mandatory Reserves With NBG / NBU / NBRB | 22,795 | 38,230 | 20,473 | 33,943 | 29,350 | 49,014 | 12.6\% | -22.0\% |
| Other Accoutns With NBG / NBU / NBRB | 52,408 | 87,893 | 78,692 | 130,464 | 43,249 | 72,226 | -32.6\% | 21.7\% |
| Balances With And Loans To Other Banks | 153,177 | 256,893 | 88,713 | 147,077 | 175,819 | 293,617 | 74.7\% | -12.5\% |
| Investment Securities: Available-For-Sale \& Trading | 17,909 | 30,036 | 17,128 | 28,396 | 24,252 | 40,501 | 5.8\% | -25.8\% |
| Treasuries And Equivalents | 21,826 | 36,605 |  | - |  | - | - | - |
| Other Fixed Income Instruments | 40,043 | 67,156 | 35,651 | 59,105 | 22,967 | 38,355 | 13.6\% | 75.1\% |
| Loans To Clients, Gross | 1,093,003 | 1,833,075 | 1,148,849 | 1,904,676 | 1,225,659 | 2,046,850 | -3.8\% | -10.4\% |
| Less: Reserve For Loan Losses | $(103,588)$ | $(173,727)$ | $(93,535)$ | $(155,072)$ | $(80,985)$ | $(135,245)$ | 12.0\% | 28.5\% |
| Loans To Clients, Net | 989,415 | 1,659,348 | 1,055,313 | 1,749,604 | 1,144,674 | 1,911,605 | -5.2\% | -13.2\% |
| Insurance Related Assets | 27,177 | 45,578 | 28,569 | 47,365 | 31,506 | 52,615 | -3.8\% | -13.4\% |
| Investments In Other Business Entities, Net | 45,010 | 75,486 | 48,787 | 80,884 | 21,875 | 36,531 | -6.7\% | 106.6\% |
| Property And Equipment Owned, Net | 178,840 | 299,933 | 171,397 | 284,159 | 203,532 | 339,898 | 5.6\% | -11.8\% |
| Intangible Assets Owned, Net | 7,271 | 12,194 | 7,195 | 11,928 | 6,839 | 11,421 | 2.2\% | 6.8\% |
| Goodwill | 80,931 | 135,729 | 81,604 | 135,291 | 80,992 | 135,257 | 0.3\% | 0.3\% |
| Tax Assets, Current And Deferred | 7,695 | 12,906 | 4,996 | 8,283 | 4,003 | 6,685 | 55.8\% | 93.1\% |
| Prepayments And Other Assets | 33,761 | 56,621 | 29,515 | 48,933 | 16,705 | 27,898 | 15.7\% | 103.0\% |
| Total Assets | 1,776,973 | 2,980,161 | 1,753,919 | 2,907,822 | 1,908,239 | 3,186,759 | 2.5\% | -6.5\% |
| Client Deposits | 705,097 | 1,182,519 | 618,424 | 1,025,285 | 678,402 | 1,132,931 | 15.3\% | 4.4\% |
| Deposits And Loans From Banks | 25,877 | 43,398 | 24,805 | 41,124 | 31,702 | 52,942 | 5.5\% | -18.0\% |
| Borrowed Funds | 547,746 | 918,625 | 610,037 | 1,011,380 | 696,288 | 1,162,801 | -9.2\% | -21.0\% |
| Issued Fixed Income Securities | 405 | 680 | 119 | 198 | 81 | 136 | 243.4\% | 400.0\% |
| Insurance Related Liabilities | 31,114 | 52,182 | 35,987 | 59,663 | 38,207 | 63,806 | -12.5\% | -18.2\% |
| Tax Liabilities, Current And Deferred | 13,609 | 22,824 | 11,679 | 19,362 | 11,348 | 18,951 | 17.9\% | 20.4\% |
| Accruals And Other Liabilities | 24,697 | 41,420 | 24,675 | 40,909 | 25,955 | 43,345 | 1.2\% | -4.4\% |
| Total Liabilities | 1,348,547 | 2,261,648 | 1,325,726 | 2,197,921 | 1,481,983 | 2,474,912 | 2.9\% | -8.6\% |
| Share Capital- Ordinary Shares | 18,660 | 31,295 | 18,862 | 31,272 | 18,719 | 31,261 | 0.1\% | 0.1\% |
| Share Premium | 280,198 | 469,920 | 277,125 | 459,446 | 274,512 | 458,435 | 2.3\% | 2.5\% |
| Treasury Shares | $(1,078)$ | $(1,808)$ | $(1,081)$ | $(1,793)$ | $(1,199)$ | $(2,002)$ | 0.8\% | -9.7\% |
| Retained Earnings | 84,908 | 142,399 | 73,081 | 121,161 | 72,529 | 121,123 | 17.5\% | 17.6\% |
| Revaluation And Other Reserves | 13,033 | 21,857 | 28,653 | 47,504 | 27,890 | 46,577 | -54.0\% | -53.1\% |
| Net Income For The Period | 2,017 | 3,382 | 455 | 754 | 3,042 | 5,080 | 348.5\% | -33.4\% |
| Shareholders' Equity Excluding Minority Interest | 397,737 | 667,045 | 397,095 | 658,344 | 395,493 | 660,474 | 1.3\% | 1.0\% |
| Minority Interest | 30,689 | 51,468 | 31,098 | 51,557 | 30,762 | 51,373 | -0.2\% | 0.2\% |
| Total Shareholders' Equity | 428,426 | 718,513 | 428,193 | 709,901 | 426,256 | 711,847 | 1.2\% | 0.9\% |
| Total Liabilities And Shareholders' Equity | 1,776,973 | 2,980,161 | 1,753,919 | 2,907,822 | 1,908,239 | 3,186,759 | 2.5\% | -6.5\% |

1 Converted to U.S. dollars for convenience using a period-end exchange rate of GEL 1.6771 per U\$S1.00, such rate being the official Georgian Lari to U.S. dollar period-end exchange rate as reported by the National Bank of Georgia as at 30 September 2009 2 Converted to U.S. dollars for convenience using a period-end exchange rate of GEL 1.6579 per U $\$ S 1.00$, such rate being the official Georgian Lari to U.S. dollar period-end exchange rate as reported by the National Bank of Georgia as at 30 June 2009 3 Converted to U.S. dollars for convenience using a period-end exchange rate of GEL 1.670 per U\$S1.00, such rate being the official Georgian Lari to U.S. dollar period-end exchange rate as reported by the National Bank of Georgia as at 31 March 2009 4Change calculations based on GEL values

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## Bank of Georgia standalone Income Statement Q3 2009

| Period ended | Q3 2009 |  | Q2 2009 |  | Growth ${ }^{3}$ | Q3 2008 |  | Growth |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated, IFRS Based | US\$ ${ }^{1}$ | GEL | US\$ ${ }^{2}$ | GEL | Q-O-Q | US\$ ${ }^{4}$ | GEL | Y-O-Y |
| 000s Unless otherwise noted |  |  |  |  |  |  |  |  |
| Interest Income | 50,461 | 84,628 | 51,621 | 85,582 | -1.1\% | 66,867 | 93,948 | -9.9\% |
| Interest Expense | 23,911 | 40,101 | 24,179 | 40,087 | 0.0\% | 29,746 | 41,793 | -4.0\% |
| Net Interest Income | 26,550 | 44,527 | 27,441 | 45,495 | -2.1\% | 37,121 | 52,155 | -14.6\% |
| Fees \& Commission Income | 6,176 | 10,358 | 6,298 | 10,442 | -0.8\% | 7,377 | 10,364 | -0.1\% |
| Fees \& Commission Expense | 1,361 | 2,283 | 1,334 | 2,212 | 3.2\% | 1,275 | 1,791 | 27.5\% |
| Net Fees \& Commission Income | 4,815 | 8,075 | 4,964 | 8,230 | -1.9\% | 6,102 | 8,573 | -5.8\% |
| Income From Documentary Operations | 1,668 | 2,798 | 1,433 | 2,376 | 17.8\% | 1,592 | 2,237 | 25.1\% |
| Expense On Documentary Operations | 286 | 480 | 363 | 601 | -20.1\% | 390 | 548 | -12.4\% |
| Net Income From Documentary Operations | 1,382 | 2,318 | 1,071 | 1,775 | 30.6\% | 1,202 | 1,689 | 37.2\% |
| Net Foreign Currency Related Income | 3,576 | 5,998 | 3,855 | 6,392 | -6.2\% | 5,902 | 8,293 | -27.7\% |
| Net Other Non-Interest Income | 352 | 590 | 244 | 404 | 46.0\% | 466 | 655 | -9.9\% |
| Net Non-Interest Income | 10,125 | 16,981 | 10,134 | 16,801 | 1.1\% | 13,673 | 19,210 | -11.6\% |
| Total Operating Income (Revenue) | 36,675 | 61,508 | 37,575 | 62,296 | -1.3\% | 50,794 | 71,365 | -13.8\% |
| Personnel Costs | 8,769 | 14,707 | 8,949 | 14,836 | -0.9\% | 13,688 | 19,232 | -23.5\% |
| Selling, General \& Administrative Expenses | 3,852 | 6,461 | 3,603 | 5,974 | 8.2\% | 3,950 | 5,550 | 16.4\% |
| Procurement \& Operations Support Expenses | 1,503 | 2,521 | 1,551 | 2,571 | -1.9\% | 2,382 | 3,347 | -24.7\% |
| Depreciation And Amortization | 3,109 | 5,214 | 3,154 | 5,229 | -0.3\% | 3,054 | 4,291 | 21.5\% |
| Other Operating Expenses | 699 | 1,173 | 653 | 1,082 | 8.4\% | 926 | 1,301 | -9.8\% |
| Total Recurring Operating Costs | 17,933 | 30,076 | 17,909 | 29,692 | 1.3\% | 24,001 | 33,721 | -10.8\% |
| Normalized Net Operating Income / (Loss) | 18,742 | 31,432 | 19,666 | 32,604 | -3.6\% | 26,793 | 37,644 | -16.5\% |
| Net Non-Recurring Income / (Costs) | (583) | (978) | $(1,169)$ | $(1,938)$ | -49.5\% | $(1,403)$ | $(1,971)$ | -50.4\% |
| Profit / (Loss) Before Provisions | 18,159 | 30,454 | 18,497 | 30,666 | -0.7\% | 25,390 | 35,673 | -14.6\% |
| Net Provision Expense | 10,561 | 17,712 | 17,853 | 29,598 | -40.2\% | 73,916 | 103,852 | -82.9\% |
| Pre-Tax Income / (Loss) | 7,598 | 12,742 | 644 | 1,068 | 1093.1\% | $(48,526)$ | $(68,179)$ | -118.7\% |
| Income Tax Expense / (Benefit) | 1,139 | 1,911 | 97 | 160 | 1094.4\% | $(7,279)$ | $(10,227)$ | -118.7\% |
| Net Income / (Loss) | 6,458 | 10,831 | 548 | 908 | 1092.8\% | $(41,247)$ | $(57,952)$ | -118.7\% |

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## Bank of Georgia standalone Income Statement 9 Months 2009

|  | 9 months 2009 |  | 9 months 2008 |  | $\begin{gathered} \text { Growth } \\ \text { Y-O-Y } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Period ended | US\$ ${ }^{1}$ | GEL | US\$ ${ }^{2}$ | GEL |  |
| Consolidated, IFRS Based |  |  |  |  |  |
| 000s Unless otherwise noted |  |  |  |  |  |
| Interest Income | 155,740 | 261,192 | 189,333 | 266,013 | -1.8\% |
| Interest Expense | 72,033 | 120,807 | 84,308 | 118,453 | 2.0\% |
| Net Interest Income | 83,707 | 140,385 | 105,025 | 147,560 | -4.9\% |
| Fees \& Commission Income | 18,503 | 31,031 | 23,479 | 32,988 | -5.9\% |
| Fees \& Commission Expense | 4,010 | 6,725 | 3,645 | 5,121 | 31.3\% |
| Net Fees \& Commission Income | 14,493 | 24,306 | 19,834 | 27,867 | -12.8\% |
| Income From Documentary Operations | 4,691 | 7,867 | 4,608 | 6,474 | 21.5\% |
| Expense On Documentary Operations | 916 | 1,537 | 1,043 | 1,465 | 4.9\% |
| Net Income From Documentary Operations | 3,774 | 6,330 | 3,565 | 5,009 | 26.4\% |
| Net Foreign Currency Related Income | 10,717 | 17,973 | 20,375 | 28,627 | -37.2\% |
| Net Other Non-Interest Income | 861 | 1,444 | - | - | - |
| Net Non-Interest Income | 29,845 | 50,053 | 43,774 | 61,503 | -18.6\% |
| Total Operating Income (Revenue) | 113,552 | 190,438 | 148,799 | 209,063 | -8.9\% |
| Personnel Costs | 26,378 | 44,239 | 38,284 | 53,789 | -17.8\% |
| Selling, General \& Administrative Expenses | 11,186 | 18,760 | 11,673 | 16,400 | 14.4\% |
| Procurement \& Operations Support Expenses | 4,661 | 7,817 | 6,899 | 9,693 | -19.4\% |
| Depreciation And Amortization | 8,670 | 14,541 | 8,013 | 11,258 | 29.2\% |
| Other Operating Expenses | 1,908 | 3,200 | 1,958 | 2,751 | 16.3\% |
| Total Recurring Operating Costs | 52,804 | 88,557 | 66,826 | 93,891 | -5.7\% |
| Normalized Net Operating Income / (Loss) | 60,748 | 101,881 | 81,973 | 115,172 | -11.5\% |
| Net Non-Recurring Income / (Costs) | $(2,060)$ | $(3,454)$ | (715) | $(1,004)$ | NMF |
| Profit / (Loss) Before Provisions | 58,689 | 98,427 | 81,258 | 114,168 | -13.8\% |
| Net Provision Expense | 42,539 | 71,342 | 84,769 | 119,100 | -40.1\% |
| Pre-Tax Income / (Loss) | 16,150 | 27,085 | $(3,510)$ | $(4,932)$ | NMF |
| Income Tax Expense / (Benefit) | 2,423 | 4,063 | (527) | (740) | NMF |
| Net Income / (Loss) | 13,727 | 23,022 | $(2,984)$ | $(4,192)$ | NMF |

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## Bank of Georgia Standalone Balance Sheet Q3 2009

| Period ended | 30-Sep-09 |  | 30-Jun-09 |  | 31-Mar-09 |  | Change ${ }^{4}$ | Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated, IFRS Based | US\$ ${ }^{1}$ | GEL | US\$ ${ }^{2}$ | GEL | US\$ ${ }^{3}$ | GEL | Sep 30/ | Sep 30/ |
| 000s Unless otherwise noted |  |  |  |  |  |  | Jun 30 | Mar 31 |
| Cash | 74,866 | 125,557 | 66,203 | 109,758 | 67,042 | 111,960 | 14.4\% | 12.1\% |
| Balances With NBG | 71,885 | 120,559 | 95,401 | 158,165 | 60,883 | 101,675 | -23.8\% | 18.6\% |
| Balances With And Loans To Other Banks | 158,404 | 265,660 | 98,333 | 163,026 | 194,001 | 323,981 | 63.0\% | -18.0\% |
| Treasuries And Equivalents | 21,826 | 36,605 | - | - | - | - | NMF | NMF |
| Other Fixed Income Instruments | 39,137 | 65,636 | 34,537 | 57,259 | 22,954 | 38,333 | 14.6\% | 71.2\% |
| Loans To Clients, Net | 911,022 | 1,527,875 | 966,292 | 1,602,016 | 1,047,707 | 1,749,670 | -4.6\% | -12.7\% |
| Investments In Other Business Entities, Net | 181,484 | 304,367 | 189,709 | 314,518 | 188,328 | 314,507 | -3.2\% | -3.2\% |
| Property And Equipment Owned, Net | 142,965 | 239,767 | 135,255 | 224,240 | 138,605 | 231,471 | 6.9\% | 3.6\% |
| Intangible Assets Owned, Net | 3,891 | 6,526 | 4,379 | 7,260 | 4,076 | 6,807 | -10.1\% | -4.1\% |
| Goodwill | 13,846 | 23,221 | 13,742 | 22,783 | 13,643 | 22,783 | 1.9\% | 1.9\% |
| Prepayments And Other Assets | 21,920 | 36,762 | 16,379 | 27,155 | 9,140 | 15,263 | 35.4\% | 140.9\% |
| Total Assets | 1,641,247 | 2,752,535 | 1,620,230 | 2,686,180 | 1,746,377 | 2,916,450 | 2.5\% | -5.6\% |
| Client Deposits | 630,570 | 1,057,529 | 548,436 | 909,252 | 586,214 | 978,977 | 16.3\% | 8.0\% |
| Deposits And Loans From Banks | 6,913 | 11,594 | 9,811 | 16,265 | 17,574 | 29,348 | -28.7\% | -60.5\% |
| Borrowed Funds | 545,180 | 914,322 | 609,036 | 1,009,720 | 696,288 | 1,162,801 | -9.4\% | -21.4\% |
| Tax Liabilities, Current And Deferred | 11,526 | 19,330 | 10,274 | 17,033 | 9,682 | 16,169 | 13.5\% | 19.5\% |
| Accruals And Other Liabilities | 12,996 | 21,795 | 14,246 | 23,619 | 13,644 | 22,786 | -7.7\% | -4.3\% |
| Total Liabilities | 1,207,185 | 2,024,570 | 1,191,802 | 1,975,889 | 1,323,402 | 2,210,081 | 2.5\% | -8.4\% |
| Share Capital - Ordinary Shares | 18,660 | 31,295 | 18,862 | 31,272 | 18,719 | 31,261 | 0.1\% | 0.1\% |
| Share Premium | 284,741 | 477,539 | 283,702 | 470,349 | 279,874 | 467,390 | 1.5\% | 2.2\% |
| Treasury Shares | (890) | $(1,493)$ | (677) | $(1,123)$ | (699) | $(1,167)$ | 32.9\% | 27.9\% |
| Retained Earnings | 95,706 | 160,509 | 83,438 | 138,332 | 82,834 | 138,332 | 16.0\% | 16.0\% |
| Revaluation And Other Reserves | 22,117 | 37,092 | 35,749 | 59,269 | 35,490 | 59,269 | -37.4\% | -37.4\% |
| Net Income / (Loss) For The Period | 13,728 | 23,023 | 7,354 | 12,192 | 6,757 | 11,284 | 88.8\% | 104.0\% |
| Total Shareholders' Equity | 434,062 | 727,965 | 428,428 | 710,291 | 422,975 | 706,369 | 2.5\% | 3.1\% |
| Total Liabilities And Shareholders' Equity | 1,641,247 | 2,752,535 | 1,620,230 | 2,686,180 | 1,746,377 | 2,916,450 | 2.5\% | -5.6\% |

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## BG Bank standalone Income Statement 9 Months 2009

| Period ended | 9 months 2009 |  | 9 months 2008 |  | Growth ${ }^{\text {s }}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated, IFRS Based | US\$ ${ }^{1}$ | GEL | US\$ ${ }^{2}$ | GEL | Y-O-Y |
| 000s Unless otherwise noted |  |  |  |  |  |
| Interest Income | 17,017 | 28,539 | 26,944 | 37,857 | -24.6\% |
| Interest Expense | 10,356 | 17,368 | 15,056 | 21,153 | -17.9\% |
| Net Interest Income | 6,661 | 11,171 | 11,889 | 16,704 | -33.1\% |
| Fees \& Commission Income | 2,264 | 3,797 | 2,875 | 4,039 | -6.0\% |
| Fees \& Commission Expense | 674 | 1,130 | 668 | 939 | 20.3\% |
| Net Fees \& Commission Income | 1,590 | 2,667 | 2,206 | 3,100 | -14.0\% |
| Income From Documentary Operations | - | - | - | - | - |
| Expense On Documentary Operations | - | - | - | - | - |
| Net Income From Documentary Operations | - | - | - | - | - |
| Net Foreign Currency Related Income | 1,470 | 2,466 | 1,537 | 2,159 | 14.2\% |
| Net Other Non-Interest Income | - | - | - | - | - |
| Net Non-Interest Income | 3,061 | 5,133 | 3,743 | 5,259 | -2.4\% |
| Total Operating Income (Revenue) | 9,722 | 16,304 | 15,632 | 21,963 | -25.8\% |
| Personnel Costs | 5,400 | 9,057 | 9,502 | 13,350 | -32.2\% |
| Selling, General \& Administrative Expenses | 1,500 | 2,515 | 4,971 | 6,984 | -64.0\% |
| Procurement \& Operations Support Expenses | 755 | 1,267 | - | - | - |
| Depreciation And Amortization | 467 | 784 | 452 | 635 | 23.5\% |
| Other Operating Expenses | 327 | 549 | 19 | 26 | 2011.5\% |
| Total Recurring Operating Costs | 8,450 | 14,172 | 14,943 | 20,995 | -32.5\% |
| Normalized Net Operating Income / (Loss) | 1,271 | 2,132 | 689 | 968 | 120.2\% |
| Net Non-Recurring Income / (Costs) | (200) | (336) | (260) | (366) | NMF |
| Profit / (Loss) Before Provisions | 1,071 | 1,796 | 428 | 602 | 198.3\% |
| Net Provision Expense | 19,866 | 33,317 | (236) | (332) | NMF |
| Pre-Tax Income / (Loss) | $(18,795)$ | $(\mathbf{3 1 , 5 2 1 )}$ | 665 | 934 | NMF |
| Income Tax Expense / (Benefit) | $(4,699)$ | $(7,881)$ | 179 | 252 | NMF |
| Net Income / (Loss) | $(14,096)$ | $(23,640)$ | 485 | 682 | NMF |

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## BG Bank standalone Income Statement Q3 2009

| Period ended | Q3 2009 |  | Q2 2009 |  | Growth ${ }^{3}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated, IFRS Based | US\$ ${ }^{1}$ | GEL | US\$ ${ }^{2}$ | GEL | Q-O-Q |
| 000s Unless otherwise noted |  |  |  |  |  |
| Interest Income | 4,942 | 8,288 | 5,518 | 9,148 | -9.4\% |
| Interest Expense | 2,573 | 4,315 | 2,902 | 4,812 | -10.3\% |
| Net Interest Income | 2,369 | 3,973 | 2,615 | 4,336 | -8.4\% |
| Fees \& Commission Income | 1,132 | 1,898 | 650 | 1,077 | 76.2\% |
| Fees \& Commission Expense | 420 | 705 | 133 | 221 | 219.0\% |
| Net Fees \& Commission Income | 711 | 1,193 | 516 | 856 | 39.4\% |
| Income From Documentary Operations | - | - | - | - | - |
| Expense On Documentary Operations | - | - | - | - | - |
| Net Income From Documentary Operations | - | - | - | - | - |
| Net Foreign Currency Related Income | 50 | 84 | 235 | 390 | -78.5\% |
| Net Other Non-Interest Income | - | - | - | - | - |
| Net Non-Interest Income | 761 | 1,277 | 752 | 1,246 | 2.5\% |
| Total Operating Income (Revenue) | 3,130 | 5,250 | 3,367 | 5,582 | -5.9\% |
| Personnel Costs | 1,542 | 2,586 | 1,952 | 3,236 | -20.1\% |
| Selling, General \& Administrative Expenses | 433 | 727 | 277 | 459 | 58.4\% |
| Procurement \& Operations Support Expenses | 110 | 185 | 653 | 1,082 | -82.9\% |
| Depreciation And Amortization | 177 | 297 | 168 | 278 | 6.8\% |
| Other Operating Expenses | 81 | 136 | (283) | (470) | NMF |
| Total Recurring Operating Costs | 2,344 | 3,931 | 2,766 | 4,585 | -14.3\% |
| Normalized Net Operating Income / (Loss) | 786 | 1,319 | 601 | 997 | 32.3\% |
| Net Non-Recurring Income / (Costs) | 4 | 6 | (314) | (521) | NMF |
| Profit / (Loss) Before Provisions | 790 | 1,325 | 287 | 476 | 178.4\% |
| Net Provision Expense | 7,698 | 12,911 | 6,649 | 11,023 | 17.1\% |
| Pre-Tax Income / (Loss) | $(6,908)$ | $(11,586)$ | $(6,362)$ | $(10,547)$ | 9.9\% |
| Income Tax Expense / (Benefit) | $(3,612)$ | $(6,058)$ | 147 | 243 | NMF |
| Net Income / (Loss) | $(3,296)$ | $(5,528)$ | $(6,508)$ | $(10,790)$ | NMF |

1 Converted to U.S. dollars for the convenience using a period-end exchange rate of GEL 1.6771 per US $\$ 1.00$, such exchange rate being the official Georgian Lari to U.S. dollar period-end exchange rate as reported by the National Bank of Georgia on 30 September 2009 2 Converted to U.S. dollars for the convenience using a period-end exchange rate of GEL 1.6579 per US $\$ 1.00$, such exchange rate being the official Georgian Lari to U.S. dollar period-end exchange rate as reported by the National Bank of Georgia on 30 June 2009 3 Change calculations based on GEL values
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January 2010

## BNB standalone Income Statement 9 Months 2009

## Period ended

## Consolidated, IFRS Based

## O00s Unless otherwise noted

Interest Income
Interest Expense

## Net Interest Income

Fees \& Commission Income
Fees \& Commission Expense
Net Fees \& Commission Income
Income From Documentary Operations
Expense On Documentary Operations
Net Income From Documentary Operations
Net Foreign Currency Related Income
Net Other Non-Interest Income
Net Non-Interest Income
Total Operating Income (Revenue)
Personnel Costs
Selling, General \& Administrative Expenses
Procurement \& Operations Support Expenses
Depreciation And Amortization
Other Operating Expenses
Total Recurring Operating Costs
Normalized Net Operating Income / (Loss)
Net Non-Recurring Income / (Costs)
Profit / (Loss) Before Provisions
Net Provision Expense
Pre-Tax Income / (Loss)
Income Tax Expense / (Benefit)
Net Income / (Loss)

## 9 months 2009

US $\$^{1}$ GEL

| 2,997 | 5,026 | 1,208 | 1,697 | $196.2 \%$ |
| ---: | ---: | ---: | ---: | ---: |
| 979 | 1,642 | 335 | 470 | $249.4 \%$ |
| 2,018 | $\mathbf{3 , 3 8 4}$ | 873 | $\mathbf{1 , 2 2 7}$ | $\mathbf{1 7 5 . 8 \%}$ |
| 723 | 1,212 | 261 | 367 | $230.2 \%$ |
| 101 | 170 | 36 | 50 | $240.0 \%$ |
| 621 | $\mathbf{1 , 0 4 2}$ | 226 | $\mathbf{3 1 7}$ | $\mathbf{2 2 8 . 7 \%}$ |
| 2 | 4 | - | - | - |
| 1 | 1 | - | - | - |
| 2 | $\mathbf{3}$ | - | - | - |
| 1,035 | $\mathbf{1 , 7 3 5}$ | 386 | $\mathbf{5 4 3}$ | $\mathbf{2 1 9 . 5 \%}$ |
| 47 | $\mathbf{7 8}$ | - | - | - |
| 1,704 | $\mathbf{2 , 8 5 8}$ | 612 | $\mathbf{8 6 0}$ | $\mathbf{2 3 2 . 3 \%}$ |
| 3,722 | $\mathbf{6 , 2 4 2}$ | 1,485 | $\mathbf{2 , 0 8 7}$ | $\mathbf{1 9 9 . 1 \%}$ |
| 1,351 | 2,266 | 470 | 660 | $243.3 \%$ |
| 301 | 505 | 100 | 141 | $258.2 \%$ |
| 427 | 716 | 141 | 198 | $261.6 \%$ |
| 229 | 384 | 100 | 140 | $174.3 \%$ |
| 323 | 542 | 125 | 176 | $208.0 \%$ |
| 2,631 | $\mathbf{4 , 4 1 3}$ | 936 | $\mathbf{1 , 3 1 5}$ | $\mathbf{2 3 5 . 6 \%}$ |
| 1,091 | $\mathbf{1 , 8 2 9}$ | 549 | $\mathbf{7 7 2}$ | $\mathbf{1 3 6 . 9 \%}$ |
| 42 | 71 | 6 | 9 | $688.9 \%$ |
| 1,133 | $\mathbf{1 , 9 0 0}$ | 556 | $\mathbf{7 8 1}$ | $\mathbf{1 4 3 . 3 \%}$ |
| $(103)$ | $(172)$ | $(242)$ | $(340)$ | $-49.4 \%$ |
| 1,235 | $\mathbf{2 , 0 7 2}$ | 798 | $\mathbf{1 , 1 2 1}$ | $\mathbf{8 4 . 8 \%}$ |
| 357 | 598 | 73 | 102 | $486.3 \%$ |
| 879 | $\mathbf{1 , 4 7 4}$ | 725 | $\mathbf{1 , 0 1 9}$ | $\mathbf{4 4 . 7 \%}$ |
|  |  |  |  |  |

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## BNB standalone Income Statement Q3 2009

| Period ended | Q3 2009 |  | Q2 2009 |  | Growth ${ }^{\text {s }}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated, IFRS Based | US\$ ${ }^{1}$ | GEL | US\$ ${ }^{2}$ | GEL | Q-O-Q |
| 000s Unless otherwise noted |  |  |  |  |  |
| Interest Income | 1,179 | 1,977 | 861 | 1,428 | 38.4\% |
| Interest Expense | 321 | 538 | 288 | 478 | 12.6\% |
| Net Interest Income | 858 | 1,439 | 573 | 950 | 51.5\% |
| Fees \& Commission Income | 281 | 471 | 241 | 400 | 17.8\% |
| Fees \& Commission Expense | 38 | 63 | 34 | 57 | 10.5\% |
| Net Fees \& Commission Income | 243 | 408 | 207 | 343 | 19.0\% |
| Income From Documentary Operations | - | - | - | 1 | - |
| Expense On Documentary Operations | - | - | - | - |  |
| Net Income From Documentary Operations | - | - | - | 1 | - |
| Net Foreign Currency Related Income | 165 | 276 | 171 | 284 | -2.8\% |
| Net Other Non-Interest Income | (14) | (24) | 81 | 134 | -117.9\% |
| Net Non-Interest Income | 394 | 660 | 459 | 762 | -13.4\% |
| Total Operating Income (Revenue) | 1,252 | 2,099 | 1,032 | 1,712 | 22.6\% |
| Personnel Costs | 440 | 738 | 463 | 768 | -3.9\% |
| Selling, General \& Administrative Expenses | 114 | 191 | 94 | 156 | 22.4\% |
| Procurement \& Operations Support Expenses | 148 | 249 | 142 | 235 | 6.0\% |
| Depreciation And Amortization | 48 | 80 | 83 | 138 | -42.0\% |
| Other Operating Expenses | 115 | 193 | 97 | 161 | 19.9\% |
| Total Recurring Operating Costs | 865 | 1,451 | 879 | 1,458 | -0.5\% |
| Normalized Net Operating Income / (Loss) | 386 | 648 | 153 | 254 | 155.1\% |
| Net Non-Recurring Income / (Costs) | 31 | 52 | 5 | 9 | 477.8\% |
| Profit / (Loss) Before Provisions | 417 | 700 | 158 | 263 | 166.2\% |
| Net Provision Expense | (103) | (173) | (17) | (28) | 517.9\% |
| Pre-Tax Income / (Loss) | 521 | 873 | 175 | 291 | 200.0\% |
| Income Tax Expense / (Benefit) | 153 | 257 | 57 | 95 | 170.5\% |
| Net Income / (Loss) | 367 | 616 | 118 | 196 | 214.3\% |

[^6] 3 Change calculations based on GEL values
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## Key Ratios, Bank of Georgia Consolidated, unless otherwise noted

Profitability Ratios
ROAA ${ }^{1}$, Annualized
ROAE $^{2}$. Annualized
Interst Income To Average Interest Earning Assets ${ }^{3}$, Annualized
Cost Of Funds ${ }^{4}$, Annualized
Net Spread ${ }^{5}$
Net Interest Margin ${ }^{6}$, Annualized
Net Interest Margin Normalized, Annualized
Loan Yield ${ }^{7}$, Annualized
Net Non-Interest Income To Revenue
Net Fee And Commission Income To Average Interest Earning Assets ${ }^{9}$, Annualized
Net Fee And Commission Income To Revenue
Operating Leverage
Recurring Earni
Recurring Earning Power ", Annualized
Net Income To Revenue

Operating Cost To Average Total Assets ${ }^{1}$. Annualized
Cost To Average Total Assets ${ }^{13}$, Annualized
Cost/Income ${ }^{1}$
Cost/ Income, Normalized ${ }^{15}$
Cost / Income, Bank of Georgia, Stand-Alone, Normalize
Cost Income , Bank
Cash Cost / Income
Total Employee Compensation Expense To Revenue ${ }^{\text {17 }}$
Total Employee Compensation Expense To Cos
Total Employee Compensation Expense To Average Total Assets, Annualized

## Liquidity ratios

Net Loans To Total Assets
Average Net Loans To Average Total Asset,
Interest Earning Assets To Total Assets
Average Interest Earning Assets To Average Total Asset
Liquid Assets To Total Short-T
Liquid Assets To Total Liabililies Liabilities, NBG Stand-Alone
Net Loans To Client Deposits
Average Net Loans To Average Client Deposits
Net Loans To Total Deposits ${ }^{20}$
Net Loans To (Total Deposits
Net Loans To (Total Deposits + Equity)
Net Loans To Total Liabilities
Total Deposist To To
Tal Liabilities
Client Deposits To Total Deposit
Client Deposits To Total Liabilities
Current Account Balances To Client Deposit
Demand Deposits To Client Deposits
Time Deposits To Client Deposis
Client Deposits To Total Assets
Client Deposits To Total Equity (Times)
Due From Banks / Due To Banks ${ }^{22}$
Total Equity To Net Loans
Leverage (Times) ${ }^{23}$

9 months 2009
9 mo
$0.1 \%$
$0.6 \%$

9 months 2008
$0.1 \%$

$17.5 \% \quad-\quad$| $0.2 \%$ |
| :--- |
| $17.2 \%$ |

$8.5 \%$
8.5\%
$9.1 \%$
$9.1 \%$
$9.1 \%$
$9.1 \%$
12.8\%
48.0\%
${ }^{4.0 \%}$ 37.6\%
$3.0 \%$
$13.8 \%$
$-7.9 \%$
10.8\%
$4.5 \%$
$1.4 \%$
$6.0 \%$
$6.1 \%$
$6.1 \%$
$57.2 \%$
48.3\%
49.8\%
$55.7 \%$
$59.6 \%$

| $69.1 \%$ |
| :--- |
| $72.0 \%$ |
| $7.1 \%$ |

72.8\% $\quad-7.8 \%$

| $21.6 \%$ | $16.2 \%$ |
| :--- | :--- |
| $43.5 \%$ | $12.2 \%$ |
| $20.2 \%$ |  |


| $43.0 \%$ | $27.2 \%$ |
| :--- | :--- |
| $30.2 \%$ | $28.9 \%$ |

40.3\% 160.6
164.4\% 141.8\%
135.4\% 145.7\%
$73.4 \%-\quad 93.5 \%$
$54.2 \%$ - $54.9 \%$
$96.5 \%$
$52.3 \%$$\quad 90.7 \%$
$52.8 \%$
$32.8 \%$
$29.2 \%$
3.3\%
3.1
$61.2 \%$
$59.1 \%$
$2 \%$
$2 \%$
$9 \%$
$9.2 \%$
$9.2 \%$ 2\%

| 36.1\% |
| :--- |
| 3.7\% |

\%
. $4 \%$
. 0 \%
$5.9 \%$
$0.5 \%$
\%
$5.6 \%$
$5.0 .9 \%$
52.9\%
$4.9 \%$
\%
$\qquad$
$\qquad$
\%
49.8\%
$39.2 \%$
$3.8 \%$
$57.1 \%$
$57.1 \%$
$42.0 \%$
$42.0 \%$
$38.1 \%$
1.6
$226.7 \%$
$226.7 \%$
$38.3 \%$

Key Ratios, cont'd

Basic EPS (GEL) ${ }^{34}$
Basic EPS (US\$)
Fully Diluted EPS (GEL) ${ }^{33}$
Fully Diluted EPS (US\$)
Book Value Per Share (GEL) ${ }^{36}$
Book Value Per Share (US\$)
Ordinary Shares Outstanding - Weighted Average, Basic
Ordinary Shares Outstanding - Period End
Ordinary Shares Outstanding - Fully Diluted

## Selected Operating Data:

Full Time Employees (FTE)
TEs, Bank of Georgia Stand-Alone
Total Assets Per FTE ${ }^{37}$ (GEL Thousands)
Total Assets Per FTE, Bank of Georgia Stand-Alone (GEL Thousands)
Number Of Active Branches
Number Of ATMs
Number Of Cards (Thousands)
Number Of POS Terminals

9 months 2009

| 139,829 | 23,274 |
| :--- | :--- |
| $7.60 \%$ | $1.10 \%$ |
| $7.00 \%$ | $8.10 \%$ |
| $7.00 \%$ | $8.10 \%$ |
| $9.50 \%$ | $6.30 \%$ |
| $124.20 \%$ | $554.40 \%$ |
| $39.80 \%$ | $39.50 \%$ |

39.80\%

| $24.10 \%$ | $23.40 \%$ |
| :--- | :--- |
| $25.40 \%$ | $24.70 \%$ |
| $34.60 \%$ | $25.30 \%$ |
| $20.40 \%$ | $18.20 \%$ |
| $21.20 \%$ | $15.50 \%$ |

$0.11 \quad 0$

## 9 months 2008

23,274
1.10\%
8.10\%
.30\%
$39.50 \%$
$23.40 \%$
24.70\%
5.30\%
15.50\%
0.06
0.06
22.96
13.69

31,271,060
31,294,603
34,769,217
$\begin{aligned} & 4,798 \\ & 2,663\end{aligned} \quad 6,165$
2,663
621
1,119

570
1,892
0.04
0.03
0.04
0.03
23.66
16.84

30,450,867
31,250,211
$31,250,211$

## Bank of Georgia consolidated Income Statement 9 Months 2009

```
Return On Average Total Assets (ROAA) equals Net Income of the period divided by quarterly Average Total Assets for the same period;
Return On Average Total Equity (ROAE) equals Net Income of the period divided by quarterly Average Total Equity for the same period;
Average Interest Earning Assets are calculated on a quarterly basis; Interest Earning Assets include: Loans And Advances To Credit Institutions, Treasuries And Equivalents, Other Fixed Income Instruments and Net Loans to Clients;
Cost Of Funds equals Interest Expense of the period divided by quarterly Average Interest Bearing Liabilities; Interest Bearing Liabilities Include: Client Deposits, Deposits And Loans From Banks, Borrowed Funds and Issued Fixed Income Securities;
Net Spread equals Interest Income To Average Interest Earning Assets less Cost Of Funds;
Net Interest Margin equals Net Interest Income of the period divided by quarterly Average Interest Earning Assets of the same period;
Loan Yield equals Interest Income, less Net Provision Expense, divided by quarterly Average Gross Loans To Clients
Revenue equals Total Operating Income;
Net Fee And Commission Income includes Net Income From Documentary Operations of the period;
Operating Leverage equals percentage change in Revenue less percentage change in Total Costs,
Recurring Earning Power equals Profit Before Provisions of the period divided by average Total Assets of the same period;
Operating Cost equals Total Recurring Operating Costs;
Cost includes Total Recurring Operating Costs and Net Non-Recurring Costs (Income);
Cost/Income Ratio equals Costs of the period divided by Total Operating Income (Revenue);
Cost/Income Normalized equals Total Recurring Operating cost (excludes net non-recurring costs) divided by total operating income.
Cost/ Income, Bank of Georgia, standalone, equals non-consolidated Total Costs of the bank of the period divided by non-consolidated Revenue of the bank of the same period;
Total Employee Compensation Expense includes Personnel Costs
Net Loans equal Net Loans To Clients;
Liquid Assets include: Cash And Cash Equivalents, Other Accounts With NBG, Balances With And Loans To Other Banks, Treasuries And Equivalents and Other Fixed Income Securities as of the period end and are divided by Total Assets as of the same date;
Total Deposits include Client Deposits and Deposits And Loans from Banks;
Total Equity equals Total Shareholders' Equity;
Due From Banks/ Due To Banks equals Loans And Advances To Credit Institutions divided by Deposits And Loans From Banks;
Leverage (Times) equals Total Liabilities as of the period end divided by Total Equity as of the same date;
NPLs (in GEL) equals consolidated total gross non-performing loans as of the period end; non-performing loans are loans that have debts in arrears for more than 90 calendar days
Gross Loans equals Gross Loans To Clients;
Cost Of Risk equals Net Provision For Loan Losses of the period, plus provisions for (less recovery of) other assets, divided by quarterly average Gross Loans To Clients over the same period;
Cost Of Risk Normalized equals Net Provision For Loan Losses of the period, less provisions for the interest income generated by non-performing loans through the date of their write-off, plus provisions for (less recovery of) other assets, divided by quarterly average Gross
Loans To Clients over the same period;
Reserve For Loan Losses To Gross Loans To Clients equals reserve for loan losses as of the period end divided by gross loans to clients as of the same date
NPL Coverage Ratio equals Reserve For Loan losses as of the period end divided by NPLs as of the same date;
BIS Tier I Capital Adequacy Ratio equals Tier I Capital as of the period end divided by Total Risk Weighted Assets as of the same date, both calculated in accordance with the requirements of Basel Accord I;
BIS Total Capital Adequacy Ratio equals Total Capital as of the period end divided by Total Risk Weighted Assets as of the same date, both calculated in accordance with the requirements of Basel Accord I;
NBG Tier I Capital Adequacy Ratio equals Tier I Capital as of the period end divided by Total Risk Weighted Assets as of the same date, both calculated in accordance with the requirements the National Bank of Georgia;
NBG Total Capital Adequacy Ratio equals Total Capital as of the period end divided by Total Risk Weighted Assets as of the same date, both calculated in accordance with the requirements of the National Bank of Georgia;
Basic EPS equals Net Income of the period divided by the weighted average number of outstanding ordinary shares over the same period;
Fully Diluted EPS equals net income of the period divided by the number of outstanding ordinary shares as of the period end plus number of ordinary shares in contingent liabilities;
Book Value Per Share equals Equity as of the period end, plus Treasury Shares, divided by the total number of Outstanding Ordinary shares as of the same date
Equals total consolidated assets divided by total number of full-time employees
```


[^0]:    Converted to U.S. doliars for convenience using a period-end exchange rate of GEL 1.671 per USS1.00, such rate being the official Georgian Lari to U.S. dollar period-end exchange rate as reported by the National Bank of Georgia as at 30 September 2009

[^1]:    Converted to U.S. dollars for convenience using a period-end exchange rate of GEL 1.6771 per U $\$ S 1.00$, such rate being the official Georgian Lari to U.S. dollar period-end exchange rate as reported by the National Bank of Georgia as at 30 September 2009 2 Converted to U.S. dollars for convenience using a period-end exchange rate of GEL 1.6579 per U $\$ S 1.00$, such rate being the official Georgian Lari to U.S. dollar period-end exchange rate as reported by the National Bank of Georgia as at 30 June 2009 3 Change calculations based on GEL values
    4 Converted to U.S. dollars for convenience using a period-end exchange rate of GEL 1.4050 per U\$S1.00, such rate being the official Georgian Lari to U.S. dollar period-end exchange rate as reported by the National Bank of Georgia as at 30 September 2008

[^2]:    1 Converted to U.S. dollars for convenience using a period-end exchange rate of GEL 1.6771 per USS1.00, such rate being the official Georgian Lari to U.S. dollar period-end exchange rate as reported by the National Bank of Georgia as at 30 September 2003 2 Converted to U.S. dollars for convenience using a period-end exchange rate of GEL 1.4050 per U $\$ S 1.00$, such rate being the official Georgian Lari to U.S. dollar period-end exchange rate as reported by the National Bank of Georgia as at 30 September 2008 3Change calculations based on GEL values

[^3]:    Converted to U.S. doliars for the convenience using a period-end exchange rate of GEL 1.6771 per US $\$ 1.00$, such exchange rate being the official Georgian Lari to U.S. dollar period-end exchange rate as reported by the National Bank of Georgia on 30 September 2009 2 Converted to U.S. dollars for the convenience using a period-end exchange rate of GEL 1.6579 per US $\$ 1.00$, such exchange rate being the official Georgian Lari to U.S. dollar period-end exchange rate as reported by the National Bank of Georgia on 30 June 2009 3 Converted to U.S. dollars for the convenience using a period-end exchange rate of GEL 1.670 per US $\$ 1.00$, such exchange rate being the official Georgia Lari to U.S. dollar period-end exchange rate as reported by the National Bank of Georgia on 31 March 2009 Change calculations based on GEL values

[^4]:    Converted to U.S. dollars for the convenience using a period-end exchange rate of GEL 1.6771 per US $\$ 1.00$, such exchange rate being the official Georgian Lari to U.S. dollar period-end exchange rate as reported by the National Bank of Georgia on 30 September 2009 Converted to U.S. dollars for the convenience using a period-end exchange rate of GEL 1.4050 per US $\$ 1.00$, such exchange rate being the official Georgia Lari to U.S. dollar period-end exchange rate as reported by the National Bank of Georgia on 30 September 2008 3 Change calculations based on GEL values

[^5]:    1 Converted to U.S. dollars for the convenience using a period-end exchange rate of GEL 1.6771 per US $\$ 1.00$, such exchange rate being the official Georgian Lari to U.S. dollar period-end exchange rate as reported by the National Bank of Georgia on 30 September 2009 Converted to U.S. dollars for the convenience using a period-end exchange rate of GEL 1.4050 per US $\$ 1.00$, such exchange rate being the official Georgia Lari to U.S. dollar period-end exchange rate as reported by the National Bank of Georgia on 30 September 2008 Change calculations based on GEL values

[^6]:    Converted to U.S. dollars for the convenience using a period-end exchange rate of GEL 1.6771 per US $\$ 1.00$, such exchange rate being the official Georgian Lari to U.S. dollar period-end exchange rate as reported by the National Bank of Georgia on 30 September 2009 Converted to U.S. dollars for the convenience using a period-end exchange rate of GEL 1.6579 per US\$1.00, such exchange rate being the official Georgian Lari to U.S. dollar period-end exchange rate as reported by the National Bank of Georgia on 30 June 2009

