



Investor presentation: 1H19 results

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Forward looking statements



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Content



1. 1H19 results discussion | Georgia Capital

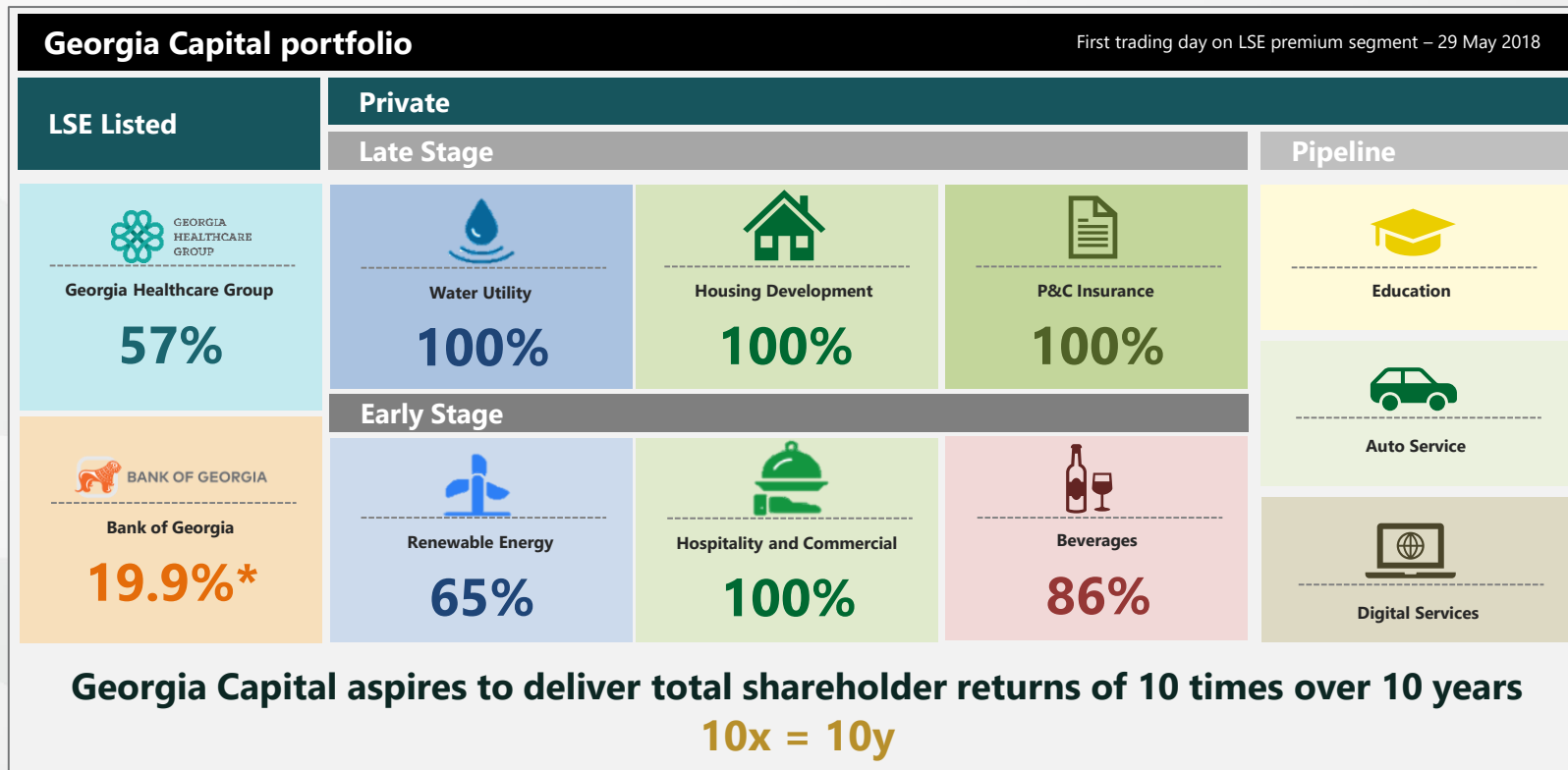
2. Georgia Capital strategy

3. Portfolio overview

4. Georgian macro overview

5. Appendices

Our portfolio at a glance

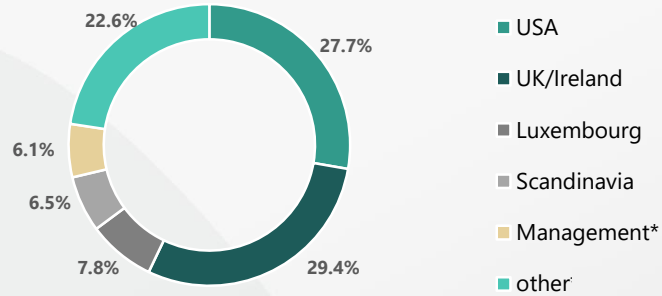


* As long as Georgia Capital's stake in BoG is greater than 9.9%, it will exercise its voting rights in Bank of Georgia in accordance with the votes cast by all other shareholders on all shareholder votes.

CGEO:LN performance

LSE premium listed, with more than 90% institutional shareholder base

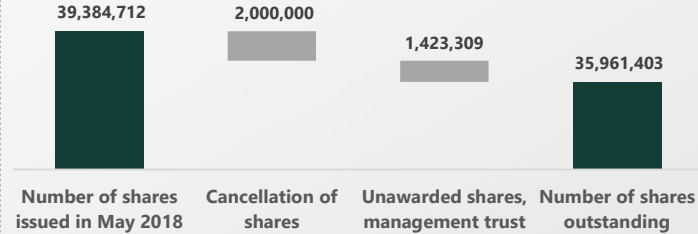
GCAP shareholders allocation by geography



* Includes both vested and unvested awarded shares

Number of outstanding shares as at 30-Jun-19

As of 14 August 2019



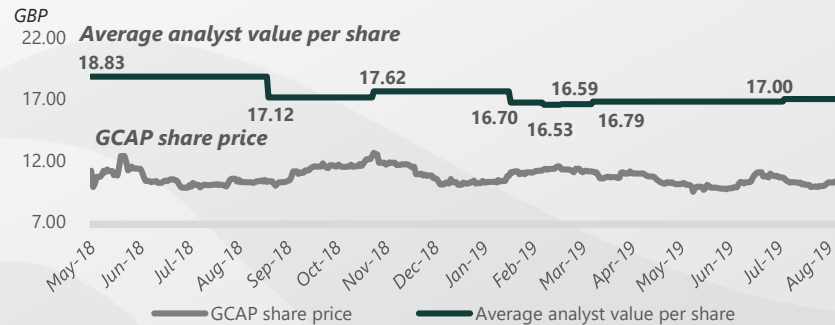
Average daily trading volume – GBP 1.2 (million)

Market Capitalization – GBP 377.2 (million)

GCAP top shareholders | 30-Jun-2019

Rank	Shareholder name	Ownership
1	M&G Investment Management Ltd	8.17%
2	Schroder Investment Management Ltd	4.94%
3	Aberdeen Standard Investments	4.85%
4	LGM Investments Ltd	4.09%
5	Norges Bank Investment Management	3.43%
6	Consilium Investment Management LLC	3.36%
7	Vanguard Group Inc	3.20%
8	Dunross & Co AB (including UBS)	3.01%
9	Van Eck Global	2.96%
10	Dimensional Fund Advisors	2.81%

Historical GCAP share price vs. Average analyst value per share



1H19 performance highlights (management accounts)

Georgia Capital NAV overview

<i>GEL thousands, except per share information</i>	30-Jun-19	31-Dec-18	<i>Change (y-o-y)</i>
NAV per share, GEL ¹	53.90	44.32	21.6%
NAV per share, GBP ¹	14.81	13.05	13.5%
Net Asset Value (NAV)	1,938,365	1,688,221	14.8%
Total portfolio value	2,237,523	1,883,374	18.8%
Liquid assets & loans issued	556,248	605,130	-8.1%
Net debt	(304,519)	(196,915)	54.6%

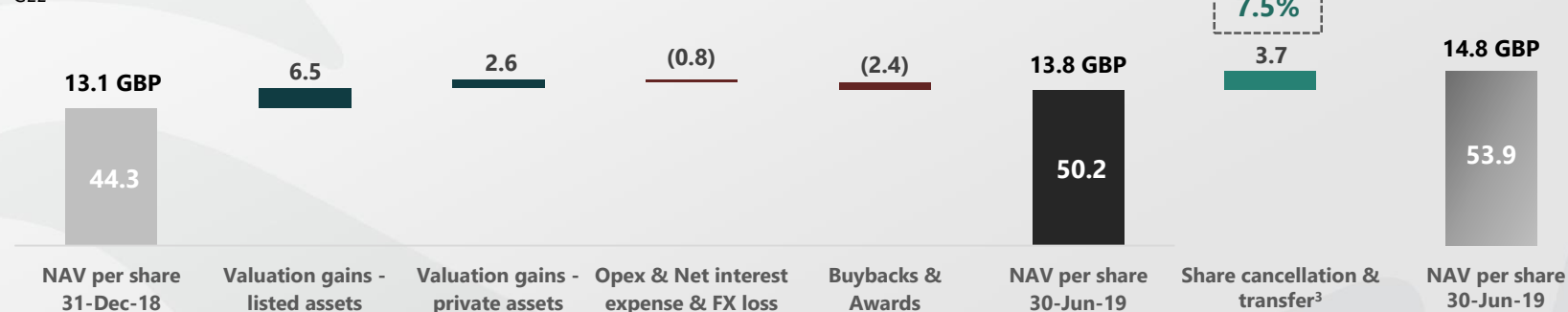
Georgia Capital performance

<i>GEL thousands</i>	1H19
Total portfolio value creation	346,585
of which, listed businesses	245,817
of which, private businesses	100,768
Gross capital allocations	44,496
Share buybacks	59,935
Cash flow generation at GCAP level	52,063
Expense ratio ²	2.0%
Net income	305,627



NAV per share up 21.6% to GEL 53.9

GEL



(1) We calculate NAV per share as total NAV divided by the number of issued shares at the end of the period less unawarded shares in management trust. This represents a change from previously adopted approach, when shares bought under the buyback programme and unvested management shares were also deducted for NAV per share calculation process.

(2) Last twelve months (LTM) GCAP operating expenses expressed as a percentage of average market capitalization during the last twelve months.

(3) 2,000,000 treasury shares were cancelled and 686,468 treasury shares were transferred to Management Trust on 12 June 2019.

NAV Statement | 30 June 2019



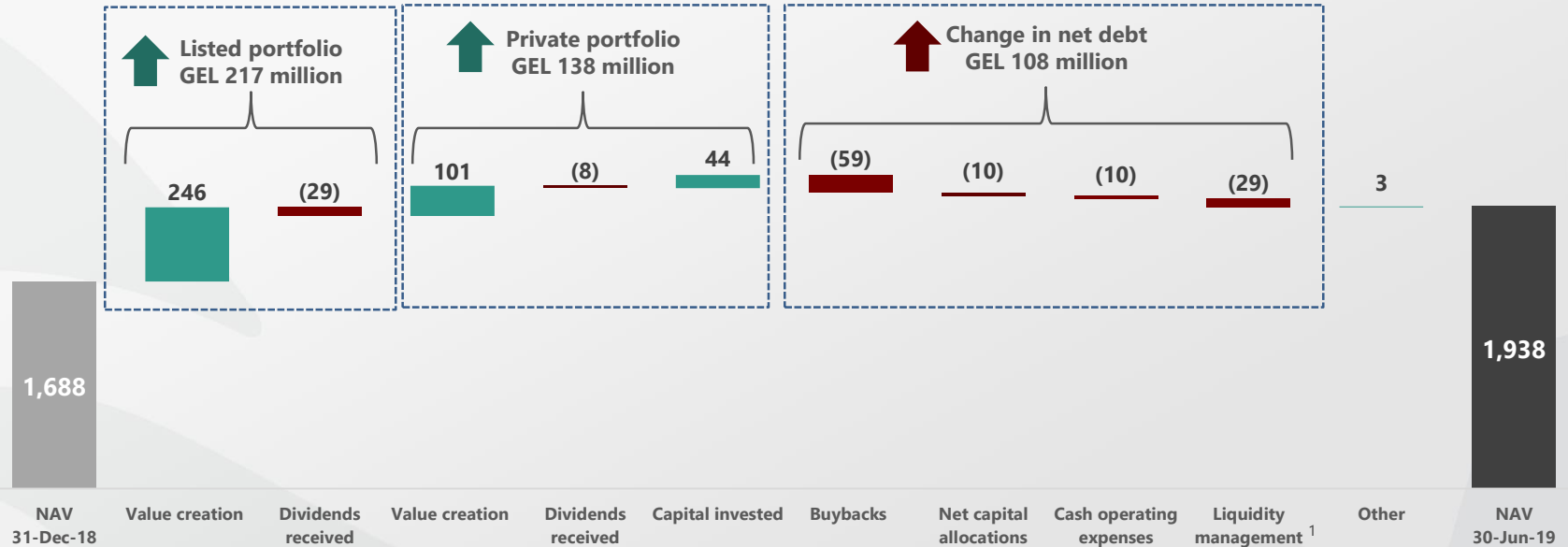
<i>GEL thousands unless otherwise noted</i>	Dec-18	1. Value creation	2a. Capital allocation	2b. Buy-backs	3. Operating expenses	4a. Net interest income	4b. Liquidity management	Jun-19	Change %
Listed Portfolio Companies	977,827	245,817	(28,932)	-	-	-	-	1,194,712	22.2%
<i>GHG</i>	520,332	145,062	(3,981)	-	-	-	-	661,413	27.1%
<i>BoG</i>	457,495	100,755	(24,951)	-	-	-	-	533,299	16.6%
Private Portfolio Companies	905,547	100,768	36,496	-	-	-	-	1,042,811	15.2%
Late Stage	628,326	79,683	(26,036)	-	-	-	-	681,973	8.5%
<i>Water Utility</i>	431,017	28,689	-	-	-	-	-	459,706	6.7%
<i>Housing Development</i>	66,785	12,109	(18,036)	-	-	-	-	60,858	-8.9%
<i>P&C Insurance</i>	130,524	38,885	(8,000)	-	-	-	-	161,409	23.7%
Early Stage	271,288	5,423	38,190	-	-	-	-	314,901	16.1%
<i>Renewable Energy</i>	61,182	-	1,555	-	-	-	-	62,737	2.5%
<i>Hospitality and Commercial RE</i>	149,079	7,086	26,266	-	-	-	-	182,431	22.4%
<i>Beverages</i>	61,027	(1,663)	10,369	-	-	-	-	69,733	14.3%
<i>Of which, wine</i>	56,771	2,593	269	-	-	-	-	59,633	5.0%
<i>Of which, beer</i>	4,256	(4,256)	10,100	-	-	-	-	10,100	NMF
Pipeline	5,933	15,662	24,342	-	-	-	-	45,937	NMF
<i>Education</i>	7,071	-	4,138	-	-	-	-	11,209	58.5%
<i>Auto Service</i>	(1,326)	15,662	10,027	-	-	-	-	24,363	NMF
<i>Digital Services</i>	-	-	8,790	-	-	-	-	8,790	NMF
<i>Other</i>	188	-	1,387	-	-	-	-	1,575	NMF
Total Portfolio Value (1)	1,883,374	346,585	7,564	-	-	-	-	2,237,523	18.8%
Net Debt (2)	(196,915)	-	(10,202)	(58,735)	(9,568)	1,273	(30,372)	(304,519)	54.6%
<i>of which, Cash and liquid funds</i>	299,650	-	(10,202)	(58,735)	(9,568)	14,050	88,764	323,959	8.1%
<i>of which, Loans issued</i>	305,480	-	-	-	-	13,115	(86,306)	232,289	-24.0%
<i>of which, Gross Debt</i>	(802,045)	-	-	-	-	(25,892)	(32,830)	(860,767)	7.3%
Net other assets/ (liabilities) (3)	1,762	-	2,638	(1,200)	(7,041)	-	9,202	5,361	NMF
Net Asset Value (1) + (2) + (3)	1,688,221	346,585	-	(59,935)	(16,609)	1,273	(21,170)	1,938,365	14.8%
NAV growth %		20.5%	0%	-3.6%	-1.0%	0.1%	-1.3%	14.8%	
Shares outstanding	38,089,558	-	-	(2,784,181)	656,026	-	-	35,961,403	-5.6%
Net Asset Value per share¹	44.32	-	-	-	-	-	-	53.90	21.6%
Net Asset Value per share (GBP)¹	13.05	-	-	-	-	-	-	14.81	13.5%

(1) We calculate NAV per share as total NAV divided by the number of issued shares at the end of the period less unawarded shares in management trust. This represents a change from previously adopted approach, when shares bought under the buyback programme and unvested management shares were also deducted for calculation.

Analysis of NAV movements | 1H19

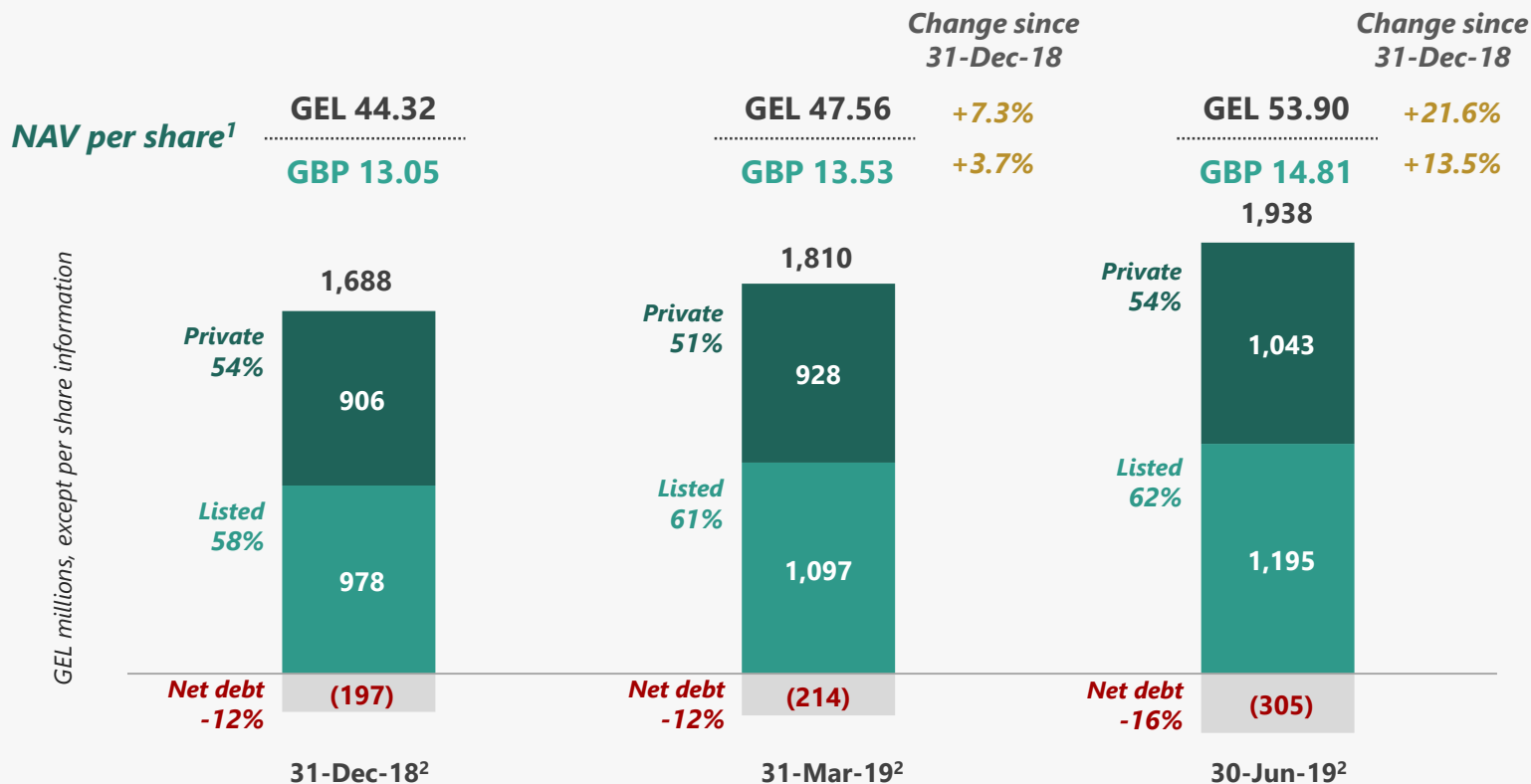
Value creation across listed assets contributed 14.5% to NAV growth, while value creation in private assets contributed 6.0%

GEL millions



(1) Liquidity management includes net interest income, foreign exchange losses and other immaterial movements.

Net Asset Value evolution



(1) We calculate NAV per share as total NAV divided by the number of issued shares at the end of the period less unawarded shares in management trust. This represents a change from previously adopted approach, when shares bought under the buyback programme and unvested management shares were also deducted for calculation.

(2) Components do not sum up, as NAV also includes net other assets/liabilities.

Private portfolio valuation overview | 30 June 2019

Business	Valuation method	Fair value, GEL '000	Fair value, GEL '000	Change	Multiple applied	Multiple applied
		30-Jun-19	31-Dec-18		30-Jun-19	31-Dec-18
Late stage portfolio		681,973	628,326	8.5%		
<i>Water Utility</i>	<i>EV/EBITDA (LTM¹)</i>	459,706	431,017	6.7%	9.0	8.8
<i>Housing Development</i>	<i>Discounted Cash Flow</i>	60,858	66,785	-8.9%	n/a	n/a
<i>P&C Insurance</i>	<i>P/E (LTM¹)</i>	161,409	130,524	23.7%	9.1	7.4
Early stage portfolio		314,901	271,288	16.1%		
<i>Renewable Energy</i>	<i>At cost or EV/ EBITDA (LTM¹)</i>	62,737	61,182	2.5%	n/a	n/a
<i>Hospitality & Commercial Real Estate</i>	<i>NAV</i>	182,431	149,079	22.4%	n/a	n/a
<i>Beverages – wine</i>	<i>EV/EBITDA (LTM¹)</i>	59,633	56,771	5.0%	9.9	9.1
<i>Beverages – beer</i>	<i>EV/Sales (LTM¹)</i>	10,100	4,256	NMF	2.1	2.2
Pipeline		45,937	5,933	NMF		
<i>Education</i>	<i>At cost</i>	11,209	7,071	58.5%	n/a	n/a
<i>Auto Service</i>	<i>PTI business at EV/EBITDA (NTM¹)²</i>	24,363	(1,326)	NMF	10.1	n/a
<i>Digital Services</i>	<i>At cost</i>	8,790	-	NMF	n/a	n/a
<i>Other</i>	<i>At cost</i>	1,575	188	NMF	n/a	n/a
Total		1,042,811	905,547	15.2%		

(1) LTM refers to Last Twelve Months, NTM refers to Next Twelve Months.

(2) In line with our valuation policy, Amboli, recently acquired auto service industry player, is stated at cost.

Value creation across private portfolio | 1H19

Private Portfolio Businesses	Dividends	Operating Performance	Greenfields	Multiple Change	Value Creation
<i>GEL thousands</i>	(1)	(2)	(3)	(4)	(1) + (2) + (3) + (4)
Late Stage	8,000	25,108	-	46,576	79,683
<i>Water Utility</i>	-	12,976	-	15,713	28,689
<i>Housing Development</i>	-	12,109	-	-	12,109
<i>P&C Insurance</i>	8,000	22	-	30,863	38,885
Early Stage	-	1,713	4,780	(1,070)	5,423
<i>Renewable Energy</i>	-	-	-	-	-
<i>Hospitality & Commercial Real Estate</i>	-	2,306	4,780	-	7,086
<i>Beverages</i>	-	(593)	-	(1,070)	(1,663)
<i>of which, wine</i>	-	1,838	-	755	2,593
<i>of which, beer</i>	-	(2,431)	-	(1,825)	(4,256)
Pipeline	-	-	15,662	-	15,662
<i>Education</i>	-	-	-	-	-
<i>Auto Service</i>	-	-	15,662	-	15,662
<i>Digital Services</i>	-	-	-	-	-
Total private businesses	8,000	26,820	20,442	45,506	100,768

Capital allocations | 1H19

<i>GEL, millions</i>		Dividends	Investments	Capital reallocation	Buybacks	Total
Listed portfolio	BOG	(25.0)	-	-	-	(25.0)
	GHG	(4.0)	-	-	-	(4.0)
Private late stage portfolio	Water Utility	-	-	-	-	-
	Housing Development	-	-	(18.0)	-	(18.0)
	P&C Insurance	(8.0)	-	-	-	(8.0)
Private early stage portfolio	Renewable Energy	-	1.6	-	-	1.6
	Hospitality & Commercial RE	-	8.3	18.0	-	26.3
	Beverages	-	10.4	-	-	10.4
	<i>Of which, wine</i>	-	0.3	-	-	0.3
	<i>Of which, beer</i>	-	10.1	-	-	10.1
Pipeline portfolio	Education	-	4.1	-	-	4.1
	Auto Service	-	10.0	-	-	10.0
	Digital Services	-	8.8	-	-	8.8
	Other	-	1.4	-	-	1.4
Buybacks	GCAP	-	-	-	59.9	59.9
Total		(37.0)	44.6	-	59.9	67.5

Recent acquisitions

March 2019 Kazbegi brand acquisition



- Georgia's oldest beer brand – **Kazbegi, brewed since 1881**
- The fifth largest Georgian beverages brand with 5% market share
- Total cash consideration of **US\$ 3.65 million**

May 2019 Redberry acquisition



- The leading Georgian digital marketing agency
- **US\$ 0.4 million** cash consideration to acquire **60% equity stake**
- **US\$ 2.8 million** new capital injected for digital start-up development

July 2019

Buckswood International



- The leading school in the **mid-level segment**
- Purchase of **80% equity stake**
- Valued at **6.4x EV / EBITDA 2020**
- Aiming to increase the capacity from current 730 learners to approximately **2,200 learners by 2021**
- Total capital allocation from GCAP of **GEL 17 million²**
- Deal close date – **29 July 2019**

Mar-19

Apr-19

May-19

Jun-19

Jul-19

April 2019

Amboli acquisition



- Second largest player in Georgian auto service industry
- **GEL 3.4 million** cash consideration to acquire **80% equity stake**
- Valued at **0.7x EV/Sales 2018**
- Additional Equity capital injection of **GEL 1.6 million**
- Deal close date – **28 June 2019**

June 2019

British-Georgian Academy

- The leading school in the **premium segment**
- Purchase of **70% equity stake**
- Valued at **6.4x EV / EBITDA 2020**
- Aiming to increase the capacity from current 750 learners to approximately **3,500 learners by 2021**
- Total capital allocation from GCAP of **GEL 75 million²**
- Deal close date – **24 July 2019**

July 2019

Green School



- The leading player in **affordable segment**
- Purchase of **80-90¹% equity stake**
- Valued at **5.6x EV / EBITDA³**
- Aiming to increase the capacity from current 1,250 learners to approximately **5,700 learners by 2024**
- Total capital allocation from GCAP of **GEL 21 million²**
- Deal close date – **Expected in Aug-Sep 2019**

(1) 80% equity stake in the current campus and 90% equity stake in three new schools that will be developed under green school brand.

(2) Includes actual and projected future capital allocations.

(3) An additional earn-out may apply subject to EBITDA target within the next three academic years. The cumulative EV paid will not exceed 5.6x EV/EBITDA of the respective year (including performance-related deferred consideration).

Share buyback programme update | 14 August 2019

US\$45 million share buyback programme commenced in June 2018

US\$ 43.8 million

Utilized portion

3,239,843

shares bought back

GBP 10.45

*Average price of shares
bought back*

2,000,000

shares cancelled in June 2019

686,468

shares transferred to management
trust in June 2019

553,375

shares currently held in
treasury

On 1 August 2019 we announced the following:

- *Market purchase of the Group's shares of up to **US\$ 20 million** for the management trust.*
- *The cancellation of the remaining Shares repurchased, or that will be repurchased under the ongoing US\$ 45 million Share buyback programme, including the 553,375 which are currently held in treasury.*

GCAP Income Statement (Management accounts) | 1H19

Income statement highlights

<i>GEL millions</i>	1H19
GCAP net operating income	22
Total investment return	310
Net income	306

- **GEL 37 million dividend inflows from our portfolio businesses, while net interest income was positive for the first time at the GCAP level.**

Income statement	1H19
<i>GEL thousands unless otherwise noted</i>	
Dividend income	36,932
Interest income	21,868
Realised / unrealised gain on liquid funds	5,297
Interest expense	(25,892)
Gross operating income	38,205
Operating expenses	(16,609)
GCAP net operating income	21,596
Fair value changes of portfolio companies	
Listed portfolio companies	216,885
<i>Of which, Georgia Healthcare Group PLC</i>	141,081
<i>Of which, Bank of Georgia Group PLC</i>	75,804
Private portfolio companies	92,770
Late Stage	71,684
<i>Of which, Water Utility</i>	28,689
<i>Of which, Housing Development</i>	12,109
<i>Of which, P&C Insurance</i>	30,886
Early Stage	5,424
<i>Of which, Renewable Energy</i>	-
<i>Of which, Hospitality & Commercial Real Estate</i>	7,087
<i>Of which, Beverages</i>	(1,663)
Pipeline businesses	15,662
<i>Of which, Auto Service</i>	15,662
Total investment return	309,655
Income before foreign exchange movements	331,251
Net foreign currency loss	(25,624)
Net Income	305,627

Continued strong cash flow generation

Stand-alone GCAP cash flow highlights

Net cash flow from operations of GEL 17 million in 1H19

GEL millions	1H19
Dividends Received	33
Interest Received	19
Total Cash Generation	52
Interest Paid	(25)
GCAP cash operating expenses	(10)
Cash flow from operations	17

Interest coverage | 1H19

2.1x

Cash expense coverage | 1H19

5.3x

Consolidated Group cash flow highlights

Net cash flow from operating activities up by 52.9%

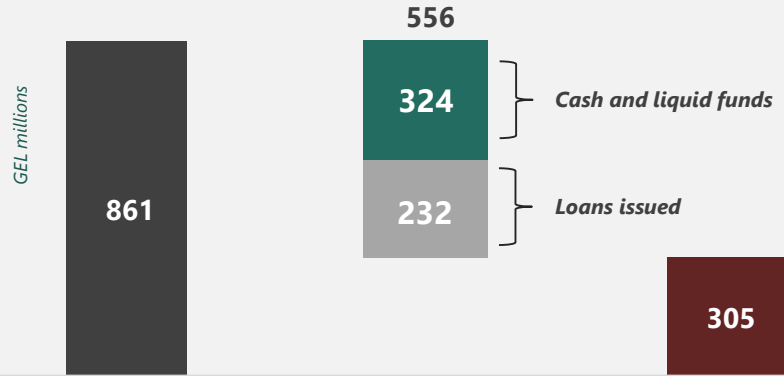
GEL millions	1H18	1H19
Net cash flow from operating activities	72	109
Net cash flow used in investing activities	(508)	(195)
Net cash flow from financing activities	254	25

Liquidity management at Georgia Capital

GEL 305 million
Net debt | 30-Jun-2019

▶ Georgia Capital issued inaugural US\$ 300mln international corporate bonds in March 2018

Net debt overview | 30-Jun-2018



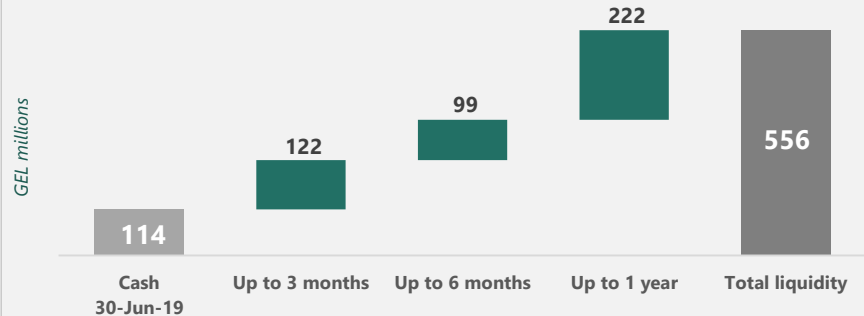
Portfolio over net debt
7.3x

Listed assets over net debt
3.9x

Liquid assets & Loans issued | 30-Jun-2019



Cumulative maturity gap



Capital allocation outlook through 2023

Highly disciplined approach to unlock value through investments

Together with the available GEL 556mIn liquid funds & short-term loans, we are well-positioned to create long-term shareholder value

GEL millions		2018A	2019E ²	2020E	2021E	2022E	2023E	Total capital allocation 2019-2023	
Listed investments	GHG	-	(4)	(6)	(8)	(11)	(13)	+187 million dividend inflows	+543 million dividend inflows
	BoG	(23.9)	(25)	(27)	(29)	(31)	(33)		
Private investments Late stage	Water Utility	(28.8)	(28)	(32)	(34)	(35)	(36)	+356 million dividend inflows	
	Housing Development	(9.8)	(10)	(15)	(20)	(25)	(30)		
	P&C Insurance	(10.0)	(12)	(14)	(18)	(22)	(25)		
Private investments Early stage	Renewable Energy	5.0	21	80	21	37	(28)	(210) million Capital deployment	(377) million Capital deployment
	Hospitality & Commercial RE	32.9	30	9	-	-	-		
	Beverages	40.6	25	18	1	-	(4)		
Pipeline	Education	6.1	60	52	26	3	-	(167) million Capital deployment	
	Auto Service	-	11	-	(2)	(2)	(3)		
	Digital Services	-	9	2	2	2	2		
	Other	-	1	1	1	1	1		
Total¹		12.1	78	68	(60)	(83)	(169)	166 million Net capital inflows	

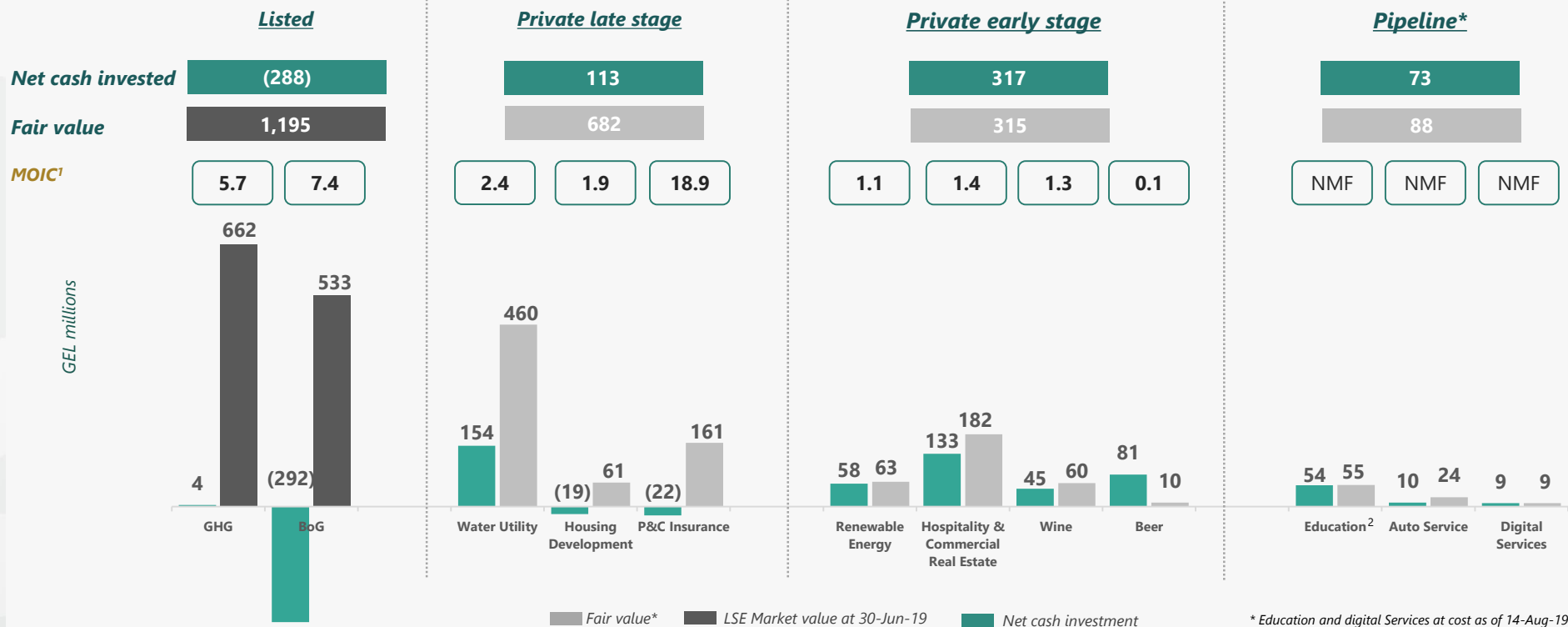
(1) Share buybacks are not included within the capital allocations.

(2) Includes actual capital allocations in 1H19 and projections for 2H19.

Key portfolio highlights | 30 June 2019



Gross cash invested of GEL 975³ million translating into GEL 2.3* billion portfolio value



(1) Multiple of Capital Invested is calculated as follows: i) the numerator is the cash and non-cash inflows from dividends and sell-downs plus fair value of investment at reporting date ii) the denominator is the gross investment amount.
 (2) GEL 46 million was already paid as of 14-Aug-19.
 (3) Includes subsequent capital allocations in education business

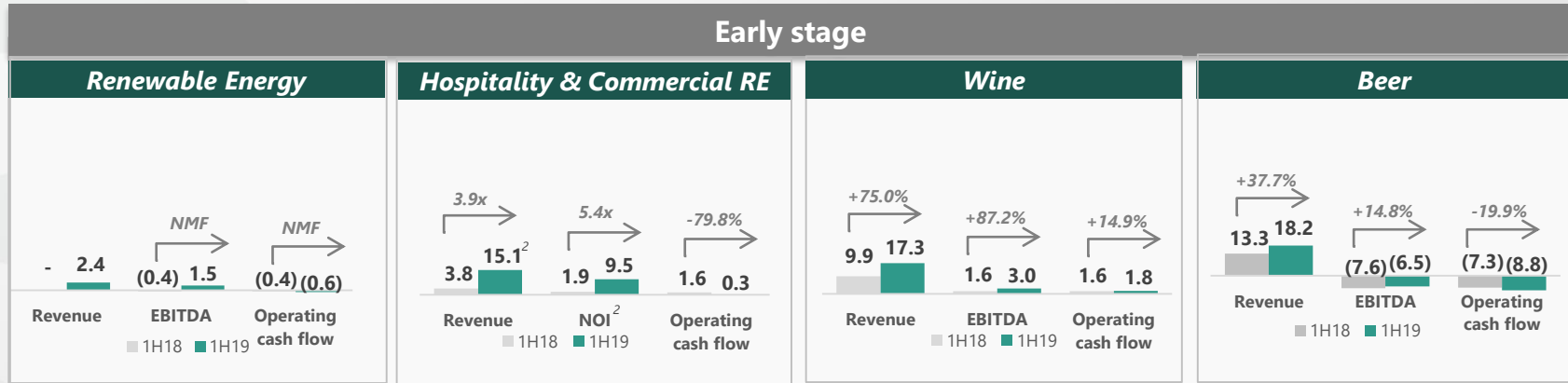
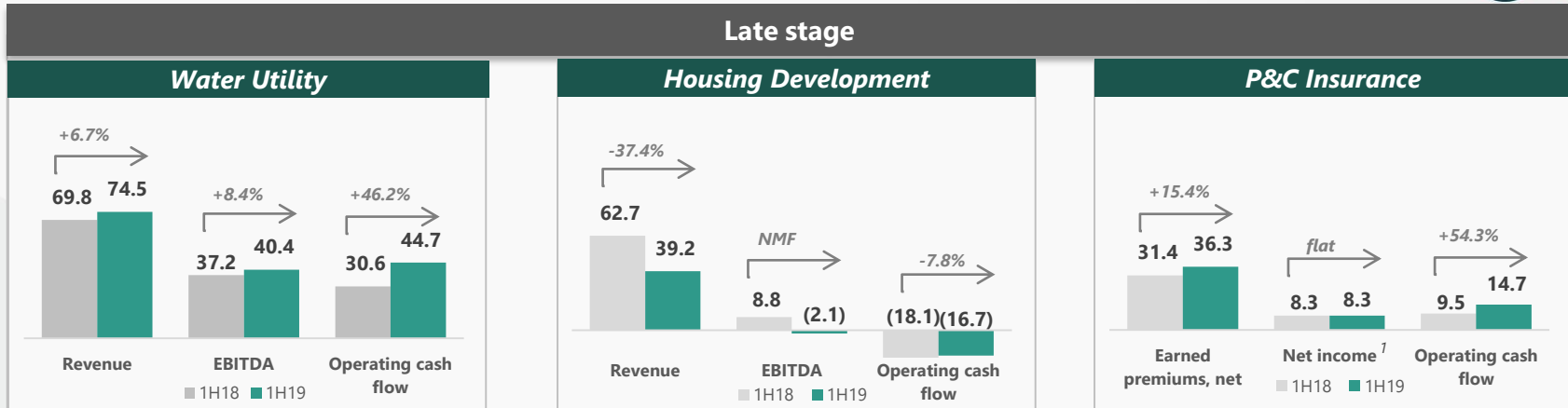
* Education and digital Services at cost as of 14-Aug-19

Multiple of Invested Capital (MOIC) | 30 June 2019

<i>GEL millions</i>	Gross Investment	Sell down	Dividends	Fair Value	MOIC	Realized MOIC
	(1)	(2)	(3)	(4)	(2+3+4) / (1)	(2+3) / (1)
Listed Investments	268	418	138	1,195	6.5x	2.1x
Georgia Healthcare Group PLC	139	131	4	661	5.7x	1.0x
Bank of Georgia Group PLC	129	287	134	533	7.4x	3.3x
Private investments, late stage	316	-	203	682	2.8x	0.6x
Water Utility	214	-	60	460	2.4x	0.3x
Housing Development	92	-	111 ¹	61	1.9x	1.2x
P&C Insurance	10	-	32	161	18.9x	3.1x
Private investments, early stage	318	-	-	315	1.0x	-
Renewable Energy	58	-	-	63	1.1x	-
Commercial and Hospitality Real Estate	133	-	-	182	1.4x	-
Beverage	126	-	-	70	0.6x	-
<i>Of which, wine</i>	45	-	-	60	1.3x	-
<i>Of which, beer</i>	81	-	-	10	0.1x	-
Pipeline	31	-	-	46	1.5x	-
Education	10	-	-	11	1.1x	-
Auto Service	10	-	-	24	2.4x	-
Digital Services	9	-	-	9	1.0x	-
Other	2	-	-	2	1.0x	-
Total	933	418	341	2,238	3.2x	

(1) Includes capital reallocation to hospitality & commercial real estate business of GEL 101 million.

1H19 private portfolio performance highlights



(1) Adjusted for non-recurring items.
 (2) Net operating income.
 (3) Includes revaluation gain recorded on Kempinski hotel.

Outlook for 2H19 performance and beyond remains robust

Upcoming value creation over the medium term

Late stage businesses

Business growth and operating efficiencies

Early stage businesses

- *Hotels*
- *Hydro and wind power plants*
- *Wine business*
- *Beer business*

Pipeline businesses

- *Auto service*
- *Education*
- *Digital Service*

Content



1. 1H19 results discussion | Georgia Capital

2. Georgia Capital strategy

3. Portfolio overview

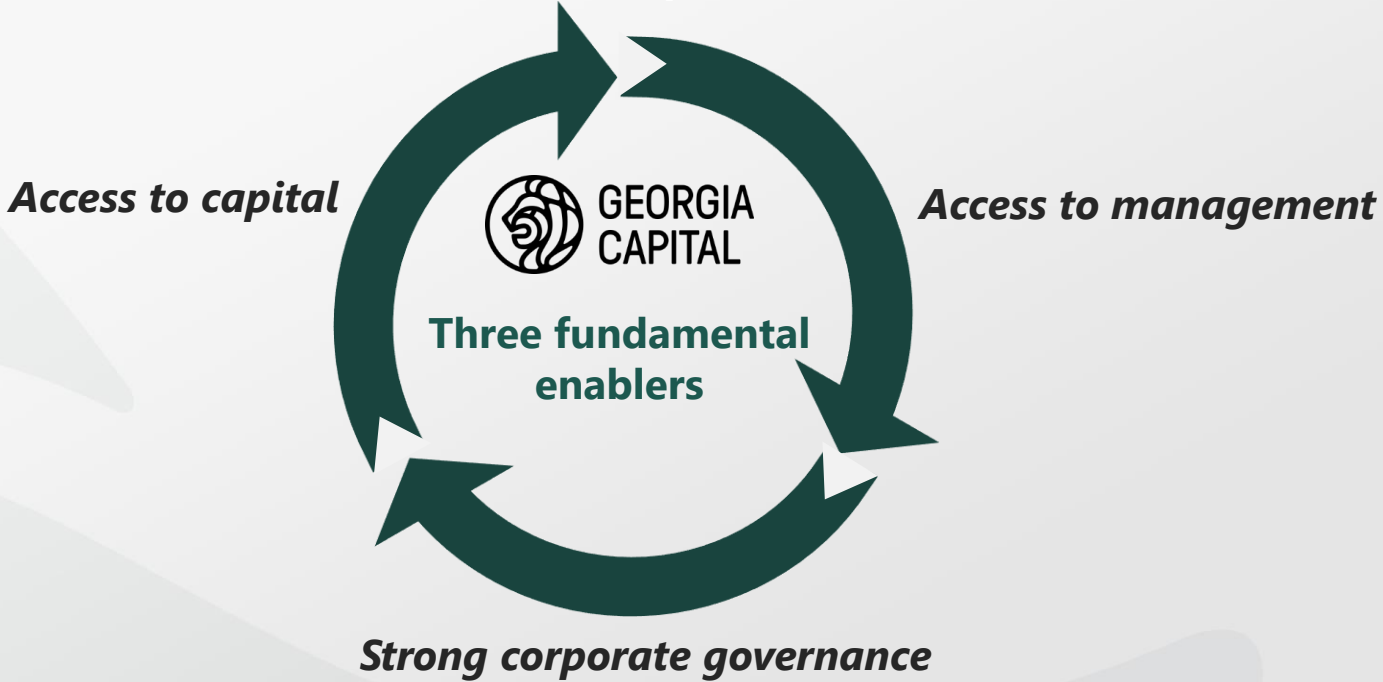
4. Georgian macro overview

5. Appendices

Georgia Capital – Your ground floor investment opportunity



Capitalizing on fast-growing economy with strong governance, management and access to capital



Strong corporate governance

How we run Georgia Capital



Strong board, composed solely of **independent directors with extensive international experience**

Approximately **25 employees** at the management company level

Highly experienced management team in each portfolio company with a **strong measure of independence**

Solid corporate governance and oversight

Strong corporate governance

Aligned shareholder and management interests by share compensation

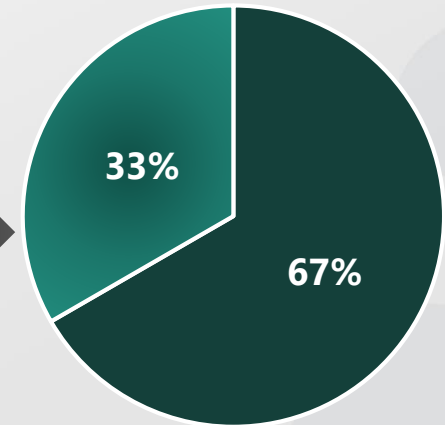
Platform costs - targeted at maximum c.2% of MCAP

Key things to know

1 Cash preservation is a key target for GCAP: **two thirds of total operating expenses are related to share-based compensation.**

2 c. 1% of executives compensation is in fixed shares; with another 1% being fully discretionary, subject to achieving KPIs.

3 GCAP's management's compensation is paid in long-vested (6-year) shares only, with no cash component.



■ cash ■ non-cash

Access to management

Solid track record demonstrated by management



Created three listed companies from Georgia, on the premium segment of the London Stock Exchange

Acquisitions

The Georgia Capital management team, under the BGEO Group, has a track record of executing **more than 40 acquisitions** in banking, insurance, healthcare, utilities, retail, FMCG and other sectors

Total number of acquisitions

40+

Capital raise

Uniquely positioned given the access to capital in a small frontier economy, where access to capital is limited:

- **c.US\$ 500 mln** raised in equity at LSE
- Issued five Eurobonds totaling **US\$ 1.5 billion**
- **US\$ 3 billion+** raised from IFIs (EBRD, IFC etc.)

Total amount of debt raised (US\$)

4.5bn+

Exit IRR

121% IRR from GHG IPO
66% IRR from m² Real Estate projects

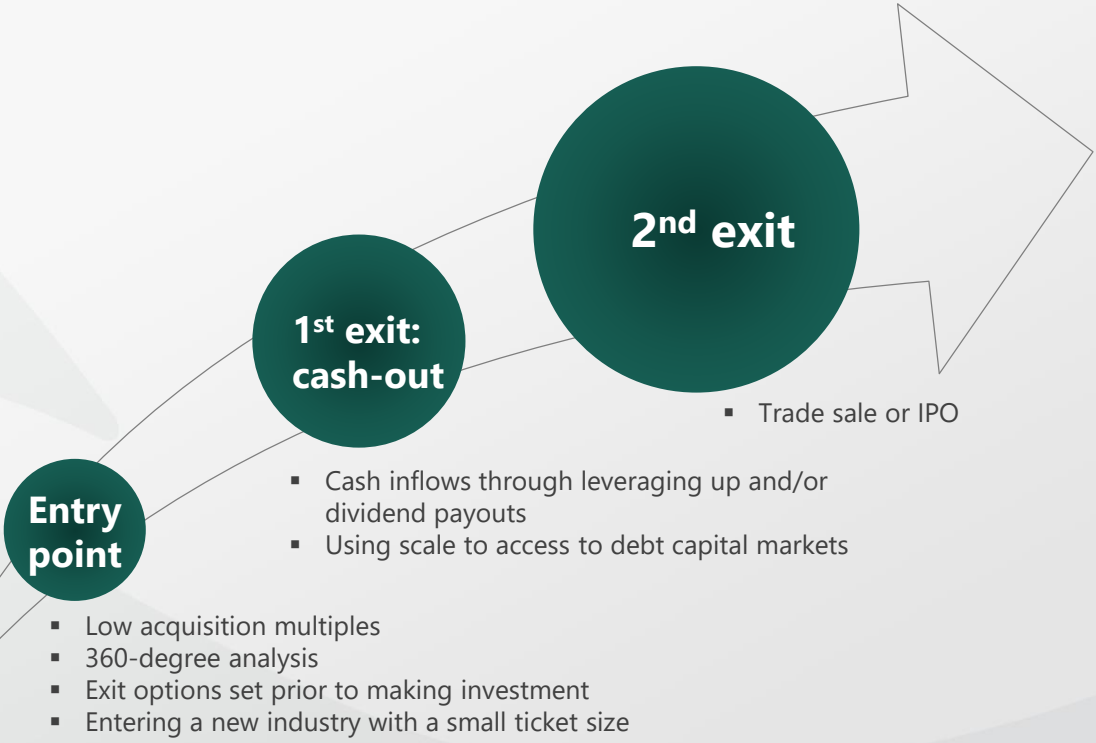
IRR from GHG IPO

121%

Our investment philosophy



We will pick well, we will manage very well and sell extremely well


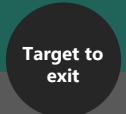











10x = 10y

Cash generation at both GCAP and portfolio company level is a key success factor

Managing investments

Proxy share ownership plans in portfolio companies' management

Investment stage	Pipeline			Early			Late			Listed	
	Discovery	Acquisition/ Entrance		Young Portfolio Companies			Large Portfolio Companies			Target to exit	Possible completion of Exit
Sector	 Digital Services	 Education	 Auto Service	 Renewable Energy	 Hospitality & Commercial	 Beverages	 Housing Development	 P&C Insurance	 Water Utility	 Georgia Healthcare Group	 Bank of Georgia Group
Portfolio Company Development Focus	<ul style="list-style-type: none"> ➤ Discovery stage 			<ul style="list-style-type: none"> ➤ Hands-on management approach ➤ Rapid growth organically and through M&A; ➤ Active investment stage; 			<ul style="list-style-type: none"> ➤ Strategic guidance / advisory approach ➤ Focus on efficiency improvements; ➤ Diversification of revenue streams; ➤ Introduction of dividend discipline; 			<ul style="list-style-type: none"> ➤ Sustainable shareholder value creation and dividend distributions 	
Institutionalisation/ Independence	Low									High	

Clear exit paths

	Trade sale	IPO	Fund	Promote
 Water Utility	X	X		X
 P&C Insurance	X			
 Housing Development			X	
 Renewable Energy	X	X	X	
 Hospitality & Commercial			X	
 Beverages	X			X
 Education	X	X		
 Auto Service	X			
 Digital Services	X			

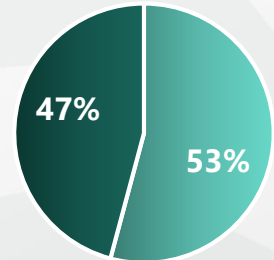
Exit options set prior to making an investment decision

Two new strategic priorities

Over time Georgia Capital will: 1. Decrease share of listed assets to 20% and 2. manage third-party money

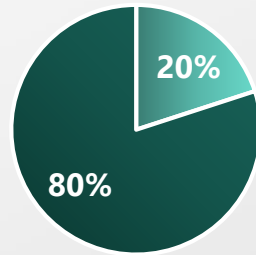
Over the next 5 years we will reshape our balance sheet

30 June 2019



■ Private ■ Listed

In 5 years



■ Private ■ Listed



Management company

GCAP investment portfolio



Third-party
managed capital

Georgia Capital's board of directors



Board of directors - Georgia Capital PLC



Irakli Gilauri, Chairman & CEO

Experience: formerly BGEO Group CEO; Up to 20 years of experience in the banking, investment and finance. BMS in banking from CASS Business School, London; BBS from University of Limerick, Ireland



David Morrison, Senior Independent Director

Experience: formerly Director at Sullivan & Cromwell with a track record of over 28 years, Founding CEO of the Caucasus Nature Fund (CNF)



Caroline Brown, Independent Non-Executive Director

Experience: Chief Financial Officer at Listen Media Campaign Company, Chief Innovation Officer and Founding Partner at Cambridge Advisory Partners



Kim Bradley, Independent Non-executive Director

Experience: Goldman Sachs AM, Senior Executive at GE Capital, President of Societa Gestione Crediti, Board Chairman at Archon Capital Deutschland



Jyrki Talvitie, Independent Non-Executive Director

Experience: 28 years of experience in the banking, including Sberbank, VTB, East Capital and Bank of New York in both buy and sell-side transactions



Massimo Gesua'sive Salvadori, Independent Non-Executive Director

Experience: currently an analyst at Odey asset management, formerly with McKinsey & Company for over 9 years

5 out of 6 members are independent

Georgia Capital's highly experienced management team



Georgia Capital

Georgia Capital Management



Irakli Gilauri, Chairman & CEO
Formerly CEO of BGEO Group since 2011, joined as CFO of Bank of Georgia in 2004. Mr Gilauri was appointed Chairman of the Bank in September 2015, having previously served as CEO of the Bank since May 2006. Up to 20 years of experience in the banking, investment and finance. Prior, he was EBRD (European Bank for Reconstruction and Development) banker. Over the last decade, Irakli's leadership has been instrumental in creating major players in a number of Georgian industries, including banking, healthcare, utilities and energy, real estate, insurance and wine. Holds an MS in banking from CASS Business School.



Avto Namicheishvili, Deputy CEO
Formerly he was BGEO Group General Counsel. Joined as a General Counsel at the Bank of Georgia in 2007, and has since played a key role in all of the Group's equity and debt raises on the capital markets, and over 25 mergers and acquisitions. Prior, was a Partner at a leading Georgian law firm. Holds LL.M. in international business law from Central European University, Hungary.



Ekaterina Shavgulidze, Chief Investment Officer
Formerly served as Head of Funding and Investor Relations in BGEO Group. Joined BGEO as a CEO of healthcare services business in 2011. Most recently Eka played a key role in the GHG IPO as a Group Head of IR. Prior, she was an Associate Finance Director at AstraZeneca, UK. Holds an MBA from Wharton Business School.



Giorgi Alpaidze, Chief Financial Officer
Formerly BGEO Group CFO. Joined BGEO as Head of Group's Finance, Funding and Investor Relations in 2016. He has extensive international experience in banking, accounting and finance. Previously he was a senior manager in Ernst & Young LLP's Greater New York City's assurance practice. BBA from the European School of Management in Georgia. U.S. Certified Public Accountant.

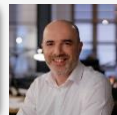
Listed

GHG



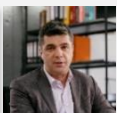
Nikoloz Gamkrelidze, CEO, Georgia Healthcare Group
Previously deputy CEO (Finance) of BGEO Group. Our healthcare business story starts with Nick, who started it in 2006, and has successfully led it through outstanding growth and most recently the IPO on the London Stock Exchange. Holds an MA in international healthcare management from the Tanaka Business School of Imperial College London.

BoG



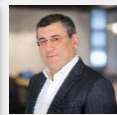
Archil Gachechiladze, CEO, Bank of Georgia
Previously CEO at GGU, the Group's water utility and renewable businesses. Prior to that Archil was a Deputy CEO in charge of corporate banking in Bank of Georgia. He launched the Bank's industry and macro research, brokerage, and advisory businesses, as well as leading investments in GGU and launched Hydro Investments. Previously, he was an Associate at Lehman Brothers Private Equity in London, and worked at Salford Equity Partners, EBRD, KPMG, Barents, and the World Bank. Holds MBA with distinction from Cornell University and is CFA charterholder.

GGU



Avto Namicheishvili, Interim CEO, Georgia Global Utilities
Starting from 28-Jan-19, Avto assumes the role of interim CEO of the Group's Water Utility and Renewable Energy businesses, in addition to his deputy CEO role at Georgia Capital. Formerly he was BGEO Group General Counsel. Joined as a General Counsel at the Bank of Georgia in 2007, and has since played a key role in all of the Group's equity and debt raises on the capital markets, and over 25 mergers and acquisitions. Prior, was a Partner at a leading Georgian law firm. Holds LL.M. in international business law from Central European University, Hungary.

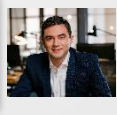
m²



Irakli Burdiladze, CEO, m² Real Estate
Joined as a CFO at the Bank of Georgia in 2006. Before taking leadership of real estate business in 2010, he served as the COO of the Bank. Prior he was a CFO at a leading real estate developer and operator in Georgia. Holds a graduate degree in International Economics and International Relations from the Johns Hopkins University School of Advanced International Studies.

Private

Aldagi



Giorgi Baratashvili, CEO, Aldagi
Joined as the Head of Corporate Clients Division of Aldagi in 2004. Before taking the leadership of our P&C insurance business in 2014, he served as Deputy CEO of Aldagi in charge of strategic management for corporate sales and corporate account management. Holds the Master Diploma in International Law.

Wine



Giorgi Tskhadadze, CEO, Wine Business
CEO of wine business since November 2018. He was previously Head of Water Utility within GGU, having joined the group in December 2014. Prior to that, he held executive positions at several leading local companies, including as CFO at IDS Borjomi and Poti Sea Port. Prior to joining GGU, Giorgi was acting as a partner at Proxima Prime Partners. Holds BSc degree in Economics and Engineering from Tbilisi State University.

Beer



Tornike Nikolaishvili, CEO, Beer Business
CEO of beer business since September 2018, having previously been Chief Marketing Officer at Bank of Georgia from March 2018. Previously he was a Commercial Director at EFES Georgia – Natakhtari Brewery. Before joining EFES, he was an Advertising Manager of Cartu-Universal. Overall, he has 15 years' experience in FMCG sector. Holds BBA degree of European School of Management (ESM).

Content



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Healthcare and pharmacy business (GHG) overview

<http://ghg.com.ge/>

Investment rationale

- Very low base: healthcare services spending per capita only US\$ 324
- Growing market: healthcare spending growth estimated at 8% CAGR 2019-2021

Value creation potential

- High-growth potential driven by opportunity to develop medical tourism and Polyclinics (outpatient clinics)
- Only integrated player in the region with significant cost advantage in scale and synergies
- Well positioned to take advantage of the expected long term macroeconomic and structural growth drivers

Financial metrics (GEL millions)

	Annual				Semiannual		
	2015	2016	2017	2018	1H18	1H19	Change
Revenue Gross	246	426	748	850	419.5	472.9	12.7%
EBITDA, excl. IFRS 16	56	78	108	132	62.6	74.8	19.4%
Profit before tax, excl. IFRS 16	24	40	46	54	28.5	31.6	11.0%
Hospitals EBITDA margin, excl. IFRS 16	27.9%	30.4%	27.6%	26.3%	26.1%	25.5%	-0.6ppt
Pharmacy and distribution EBITDA margin, excl. IFRS 16	N/A	4.3% ¹	8.6%	10.1%	9.7%	10.5%	+0.8ppt
Operating cash flow	45	42	58	100	44.2	55.2	24.7%

Selected operating metrics

	1H18	1H19
Number of hospitals	18	18
Number of beds	3,320	3,320
Number of clinics	35	34
Number of pharmacies	259	279
Bed occupancy rate, referral hospitals ²	63.1%	65.6%
EBITDA to cash conversion ratio	70.6%	73.8%

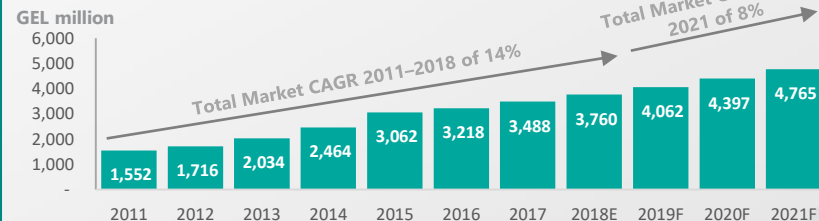
¹ FY16 includes only May-Dec GPC's results.

² Adjusted to exclude the Tbilisi Referral Hospital and Regional Hospital; the calculation also excludes emergency beds.

³ Return on invested capital is adjusted to exclude newly launched hospitals and polyclinics that are in roll-out phase.

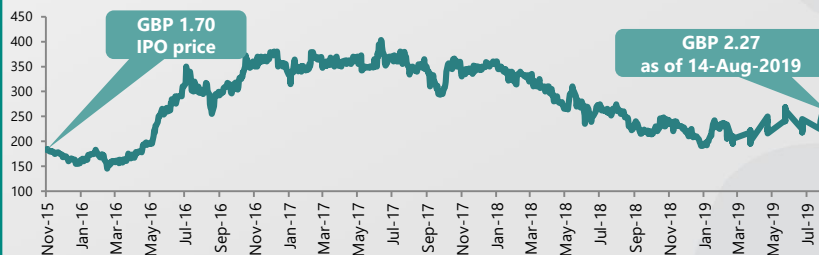
Market opportunity

Total healthcare market (including healthcare services and pharmacy)



Source: Frost & Sullivan analysis 2017

Stock price performance



Return on invested capital

	1H18	1H19
ROIC	10.4%	12.2%
ROIC adjusted ³	13.7%	14.4%



Bank of Georgia (BoG) Overview

<http://bankofgeorgiagroup.com/>

Investment rationale

- The first entity from Georgia to be listed on the premium segment of the Main Market of the London Stock Exchange (LSE:BGEO) since February 2012
- High standards of transparency and governance**
- Leading market position¹** in Georgia by assets (34.3%), loans (34.6%), client deposits (33.9%) and equity (29.2%)
- Market with **stable growth perspectives**
- Strong brand name recognition** and retail banking franchise
- Sustainable growth combined with **strong capital, liquidity and robust profitability**
- Outstanding ROAE performance
- Dividend per share growing at 34.3% CAGR

Value creation potential

- Loan book growth c.15%
- Maintenance of dividend pay-out ratio within 25-40%

Financial metrics (GEL millions)

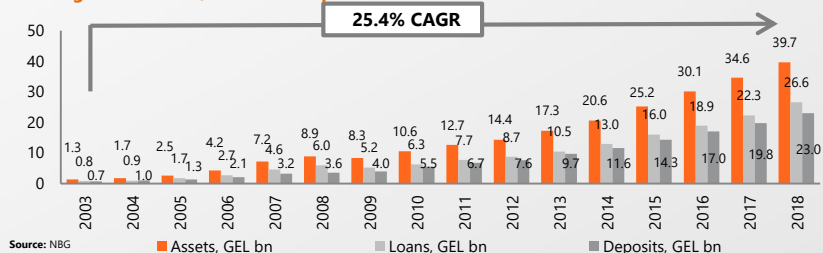
	Annual				Semiannual		change
	2015	2016	2017	2018	1H18	1H19	
ROAE	21.9%	22.2%	25.2%	26.1% ⁴	25.7%	23.7%	-2.0ppt
NIM	7.7%	7.4%	7.3%	6.5%	7.0%	5.6%	-1.4ppt
NPL coverage	83.4%	86.7%	92.7%	90.5%	99.4%	88.1%	-11.3ppt
Loan portfolio	5,367	6,682	7,741	9,398	8,109	10,580	30.5%
Retail banking growth	35.3%	39.5%	29.3%	24.2%	6.7%	8.0%	+1.3ppt
Cost/income	35.5%	37.7%	37.7%	36.7%	37.0%	36.9%	-0.1ppt

Selected operating metrics

	1H18	1H19
Retail clients (millions)	2,382	2,475
Digital transactions (millions)	77.8	86.5
Volume of internet bank/mobile bank transactions (GEL millions)	1,604	2,863

Market opportunity

Banking sector assets, loans and deposits



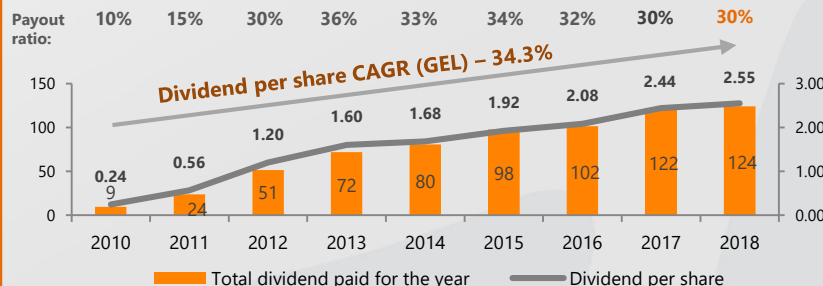
GEL 10.3 billion loan portfolio breakdown ⁽²⁾ | 30 June 2019

Corporate loans,
GEL 3,360.5
million, 32.8%



Retail loans,
GEL 6,900.5
million, 67.2%

Dividend record³ (GEL m)



(1) Market data based on standalone accounts as published by the National Bank of Georgia (NBG) as of 30 June 2019 www.nbg.gov.ge

(2) Excluding BNB.

(3) Actual dividend per share information for 2010-2016 years are adjusted for 19.9% Bog share issuance.

(4) Adjusted for demerger related expenses and one-off impact of re-measurement of deferred tax balances.

Water utility business overview

Investment rationale

- Natural monopoly in Tbilisi and surrounding districts with high entry barriers
- Sectoral output increasing at a robust growth rate (on average 9.5% in the last 10 years)
- Stable regulatory environment with fair return on investment
- Stable cash collection rates

Value creation potential

- EU harmonization reforms in progress in utilities sector, expected to drive water tariffs up
- High GDP growth combined with rapid tourism growth drive high demand from corporates
- Energy market deregulation positively affecting electricity sales price
- Upside opportunity from efficiency gains
- Stable dividend distribution capacity

Financial metrics (GEL millions)

	Annual				Semiannually		
	2015	2016	2017	2018	1H18	1H19	Change
Total revenue	119	127	135	149	69.8	74.5	6.7%
Of which, utility revenue	105	109	119	132	61.8	62.8	1.8%
Of which, energy revenue	9	10	10	9	4.7	8.2	74.5%
Of which, other revenue	5	8	6	8	3.4	3.5	2.9%
Total EBITDA	62	69	73	83	37.2	40.4	8.4%

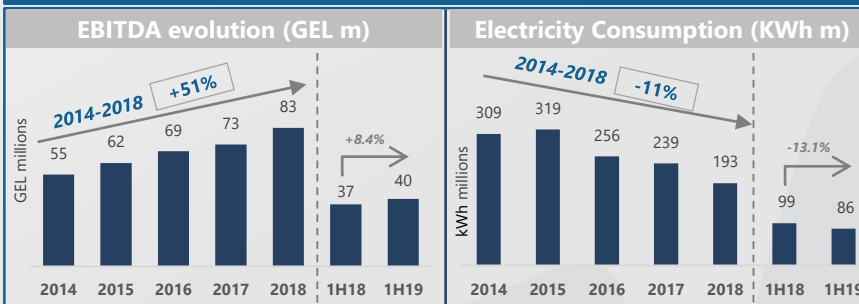
Selected operating metrics

millions except for connections	1H18	1H19	Change
Water Utility			
Water sales (m³)	86.5	87.3	0.9%
Electricity consumption (kwh)	99.3	86.3	-13.1%
New connections	2,183	2,312	5.9%
Energy			
Electricity generation (kwh)	184.0	168.5	-8.4%
Energy sales (kwh)	84.7	82.2	-2.9%
Electricity purchases (kwh)	21.2	18.0	-15.1%

Key highlights | 30 June 2019

GEL millions, unless otherwise noted	30-Jun-19	31-Dec-18	Change
LTM EBITDA	86	83	3.8%
Multiple applied	9.0	8.8	2.3%
Enterprise value	781	738	5.9%
Net debt	(321)	(307)	4.8%
Equity fair value	460	431	6.7%
LTM ROIC¹	9.7%	10.3%	-0.6ppt

Performance track record



(1) ROIC is calculated as EBITDA less depreciation, divided by aggregate amount of total equity and borrowed funds.



Housing development business overview

Investment rationale

- Shortage of housing from Soviet era combined with Georgian tradition of multi generations living under one roof, average household size is significantly higher at 3.5 compared to Eastern or Western Europe
- Most of the housing stock dates back to Soviet era and is amortised
- In line with the economic growth, urbanization level is expected to increase from current low level

Value creation potential

Asset light strategy

- Unlock land value by developing housing projects
- Development of third-party land – franchise m² brand name. Undisputed market leading platform of 2,500 apartments¹ to be delivered in 4-5 years
- Earn Construction management fees from third-party projects and bring construction works in-house

Financial metrics (GEL millions)²

	Annual				Semiannually		
	2015	2016	2017	2018	1H18	1H19	Change
Apartments sales revenue	45	96	92	95	52.4	16.6	-68.3%
Construction revenue	-	-	-	36	7.5	21.6	NMF
EBITDA	18	11	28	15	8.8	(2.1)	NMF

Digomi residential project update

- Construction permit received on the largest ever in-house project at the end of June 2019 expected to drive cash flow generation in 2H19
- Revenue recognition from Digomi project will start from 1 July 2019. No revenue recognized in 1H19

As of 14 August 2019

Sq.m. of apartments sold	6,430
Sq.m. sold as % of total available space	29%
Sales value \$ million	6.5

(1) 2,500 apartments relate to the signed Tbilisi Airport Highway deal.

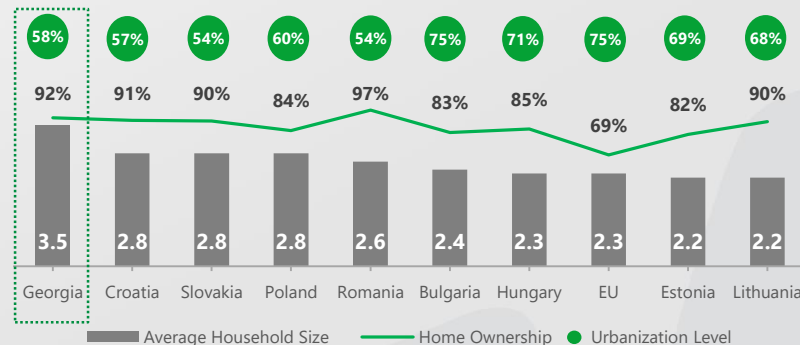
(2) Housing development business' functional currency is US dollars.

Key highlights | 30 June 2019

GEL millions, unless otherwise noted	30-Jun-19	31-Dec-18	Change
Enterprise value	200	174	14.9%
Net debt	139	107	29.9%
Equity fair value	61	67	-8.9%
In-kind dividends (lifetime)	101	83	+21.7%

Market opportunity

Average household size and home ownership, latest available data



Source: Eurostat, TBC Capital



P&C insurance business overview

Investment rationale

- Significantly underpenetrated insurance market in Georgia
- Market leader with a powerful distribution network of point of sale and sales agents

Value creation potential

- Compulsory border TPL effective from 1 March 2018
- Local TPL expected to kick in and provide access untapped retail CASCO insurance market with only 4% existing penetration
- First mover advantage on underpenetrated SME segment
- Growing dividend payout capacity
- Digitalization

Financial metrics (GEL millions)

	Annual				Semiannually		
	2015	2016	2017	2018	1H18	1H19	Change
Earned premiums, gross	68	71	86	90	42.6	46.5	9.3%
Net income	12 ¹	14	16	18 ²	8.3 ²	8.3	NMF
Combined ratio	79%	73%	75%	75%	74.7%	80.2%	+5.5ppt
Loss ratio	43%	35%	40%	38%	39.8%	41.6%	+1.8ppt
ROAE	37%	37%	38%	34% ²	32.7% ²	28.3%	-4.3ppt

Selected operating metrics

	1H18	1H19	change (y-o-y)
Corporate insurance policies written³	28,538	50,781	77.9%
Retail insurance policies written	77,636	84,661	9.0%

(1) Excluding impact of one-off FX contract with GEL 8 million loss.

(2) Adjusted for non-recurring items.

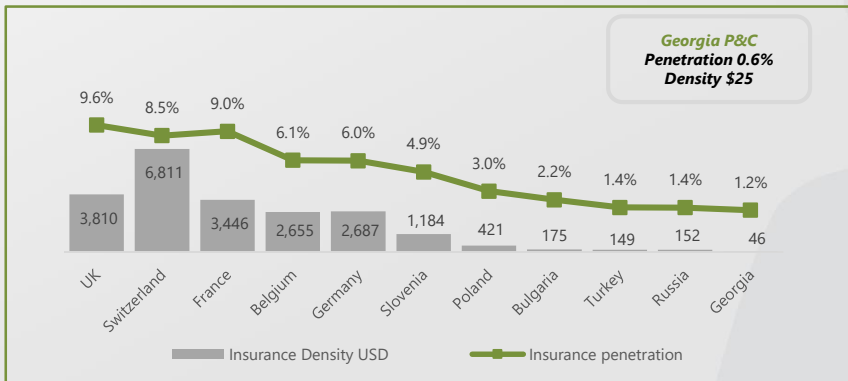
(3) Excluding credit life insurance.

(4) Multiples improved significantly across all peer group companies

Key highlights | 30 June 2019

GEL millions, unless otherwise noted	30-Jun-19	31-Dec-18	Change
LTM net income ²	18	18	NMF
Multiple applied ⁴	9.1	7.4	23.6%
Equity FV	161	131	23.7%
LTM ROAE	32.1%	34.4%	-2.3ppt

Market opportunity



Renewable energy business overview

Investment rationale

- Underdeveloped energy market with potential for significant growth - Low per capita power usage
- Cheap to develop – up to US\$1.5mln for 1MW hydro and up to US\$1.4mln for wind development

Value creation potential

- Opportunity to establish a renewable energy platform with 380MW operating capacity over the medium-term
- Energy consumption has grown at 5.7% CAGR in last 10 years and is expected to further grow at least by CAGR 5% over the next 10-15 years
- Stable dividend provider capacity in the medium-term

Renewable energy projects overview | 30 June 2019

Project	MW ^s	Target commissioning ²	Target ROIC ³	Generation capacity (GWh) ¹	Current stage
Mestiachala HPPs	50	1H19	12.1%	171	Operational
Zoti HPPs	46	2H21	12.1%	170	Development
Bakhvi 2 HPP	36	1H22	11.1%	127	Feasibility
Racha HPPs	38	1H23	11.7%	165	Feasibility
Wind Tbilisi	57	2H21	12.6%	172	Development
Wind Kaspi	54	2H21	14.3%	211	Development
Wind (other)	99	1H23	12.4%	341	Feasibility
Total	380			1,357	

(1) Generation capacity refers to target net annual generation.

(2) Target commissioning dates are indicative and subject to regulatory procedures.

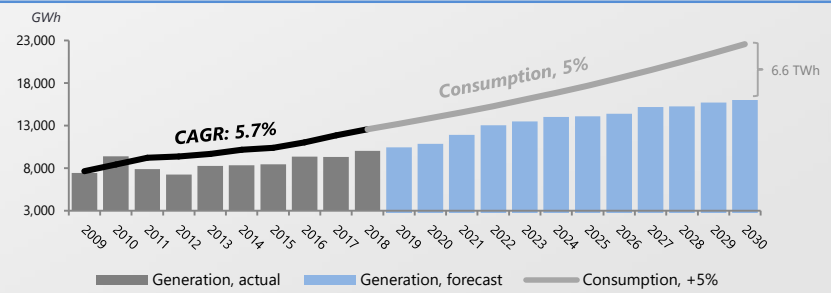
(3) Target return on invested capital is calculated based on average stabilized EBITDA divided by total invested capital.

(4) The first phase (30MW) was launched on 8 April 2019, followed by the second phase (20MW) on 4 June 2019.

Key highlights | 30 June 2019

GEL millions, unless otherwise noted	30-Jun-19	31-Dec-18	Change
Cost	63	61	2.5%
GCAP ownership	65%	65%	NMF

Market opportunity



Financial metrics (GEL millions)

	Annual				Semiannually		Change
	2015	2016	2017	2018	1H18	1H19	
Development Capex	NMF	NMF	77	68	20.6	21.8	5.8%

Mestiachala 1H19 performance⁴

GEL thousands, unless otherwise noted

	1H19
Revenue	2,395
EBITDA	1,826
Generation (Kwh '000)	28,143

Hospitality and commercial real estate business overview

Investment rationale

- Record number of tourists visiting Georgia every year: 4.8 million visitors in 2018, up 16.9% y-o-y, (2.1 million in 1H19, up 10% y-o-y), 10.5% CAGR over the last 5 years; Tourism inflows up 19.1% y-o-y from US\$ 2.7bln in 2017 to US\$ 3.2bln in 2018, 13.4% CAGR over the last 5 years

Value creation potential

- Grow Portfolio of rent-earning assets through residential developments/opportunistic acquisitions
- Reach more than 1,000 operational hotel rooms. Currently approximately 1,222 rooms are confirmed, of which 152 are operational and c. 1,070 are in the pipeline.
- Targeting mostly 3-star and 4-star hotels

Financial metrics (GEL millions)²

	Annual			Semiannually		
	2016	2017	2018	1H18	1H19	Change
NOI ³ from operating leases	3	3	5	1.9	2.8	46.9%
NOI ³ from hospitality services	-	-	2	0.5	0.7	52.5%
Revaluation gain	-	1	28	-	7.9	NMF
Total net Operating Income	2	3	32	1.9	9.5	NMF
Commercial real estate portfolio ⁵	42	77	112	95.2	121.9	28.1%

Selected operating metrics

	1H18	1H19	Change
Gross yield (leased portfolio)	10.2%	8.6%	-1.6ppt
Occupancy rate	89.5%	86.7%	-2.8ppt
Leased area (sq.m.)	22,240	26,301	18.3%

Ramada Encore 1H19 performance

RevPAR, US\$	ADR, US\$	Occupancy%
31.0	63	48.8%

(1) ROIC is calculated as NOI divided by aggregate amount of total equity and borrowed funds.

(2) Hospitality & Commercial real estate business' functional currency is US dollars.

(3) Net operating income.

(4) Target opening dates remain subject to adjustment following passing of the design stage.

(5) Including under construction retail properties presented in housing business, which will be transferred to hospitality & commercial real estate business at the date of construction completion.

(6) Target return on invested capital is calculated based on average stabilized EBITDA divided by total invested capital.

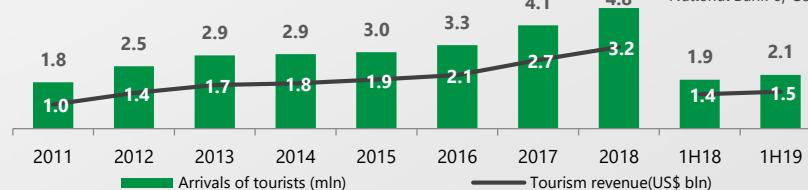
Key highlights | 30 June 2019

GEL millions, unless otherwise noted	30-Jun-19	31-Dec-18	Change
Equity fair value	182	149	22.4%
LTM ROIC¹	14.1%	16.4%	-2.3ppt

Market opportunity

Arrivals of tourists and tourism revenue | Georgia

Source: Georgian National Tourism Administration
National Bank of Georgia



Hotel rooms pipeline as of 30 June 2019⁴

Hotel	Location	Rooms	Target opening date ⁴	Current Stage	Total Cost US\$ mln	Target ROIC ⁶
Ramada Encore Kazbegi, Tbilisi	Capital city	152	Q1-2018	Operational	12.1	15.0%
Gudauri	Region	121	Q4-2019	Construction	13.3	12.0%
Ramada Melikishvili, Tbilisi	Capital city	125	Q1-2020	Construction	13.0	14.9%
Kempinski, Tbilisi	Capital city	99	Q3-2020	Construction	28.1	12.5%
Seti Square in Mestia, Svaneti	Region	52	Q4-2020	Construction	5.9	16.3%
Ramada Kutaisi	Region	121	Q4-2020	Construction	9.5	17.5%
Kakheti Wine & Spa	Region	60	Q3-2021	Design	7.5	17.3%
Shovi, Racha	Region	92	Q3-2021	Design	5.7	15.8%
Mestia, Svaneti	Region	140	Q4-2021	Design	10.1	15.8%
Telavi	Region	130	Q4-2021	Design	12.7	13.4%
Zugdidi	Region	130	Q4-2021	Design	14.1	12.0%
Total		1,222			132.0	

Beverages – wine business overview

Investment rationale

- Georgia is considered the “cradle of wine” with a rich, 8,000-year history of wine-making and home to over 500 unique grape varieties
- Georgia’s favorable trade regimes (free trade agreements with EU and China) provide potential for export growth for beverages
- Growing urbanization and tourism inflows are raising demand for bottled wine locally
- Approximately 29% of the tourism inflows is spent on food & beverages

Value creation potential

- Best-in-class distribution network platform
- Grow vineyard base to 1,000 hectares, from current 451 hectares

Financial metrics (GEL millions)

	Annual				Semiannually		
	2015	2016	2017	2018	1H18	1H19	Change
Wine Revenue	18	18	20	29	9.9	17.3	75.0%
Wine EBITDA	2	3	5	7	1.6	3.0	87.2%

Selected operating metrics (in '000)

	1H18	1H19	Change
Wine sales bottles	1,706	2,541	49%
Of which, export sales	1,286	2,002	56%
Export share (%)	75.4%	78.8%	+3.4ppt

(1) ROIC is calculated as EBITDA less depreciation, plus divided by average amount of total equity and borrowed fund.

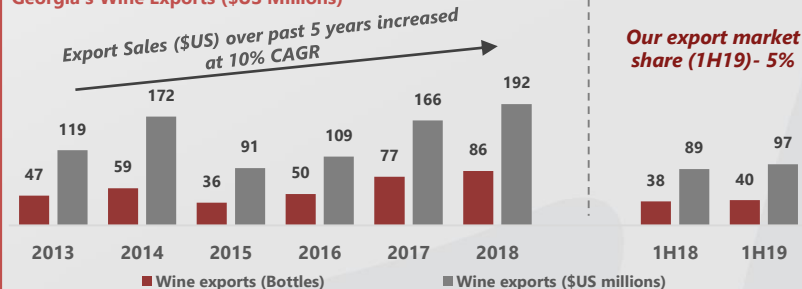
(2) LTM EBITDA is stated excluding Kindzmarauli, as Kindzmarauli is valued at cost as of 30 June 2019.

Key highlights | 30 June 2019

	30-Jun-19	31-Dec-18	Change
GCAP ownership	86%	80%	+6.0ppt
LTM EBITDA²	5.4	5.0	7.6%
Multiple applied	9.9	9.1	8.8%
Enterprise value	54	46	17.1%
Net debt	(8)	(7)	23.2%
Kindzmarauli	21	26	-21.3%
Equity fair value	60	57	5.0%
LTM ROIC¹	10.0%	12.1%	-2.1ppt

Market opportunity

Georgia's Wine Exports (\$US Millions)



Source: LEPL Georgian National wine agency; National statistics office of Georgia

Beverages – beer business overview

Investment rationale

- Beer consumption per capita at one of the lowest levels in the wider region at 27.5 liters per capita
- 50% CAGR growth in soft drinks export over the last 3 years
- Georgia's favorable trade regimes (free trade agreements with EU and China) provide potential for export growth for beverages

Value creation potential

- Best-in-class distribution network platform
- 10-year exclusivity from Heineken to produce and sell beer in Georgia, Armenia and Azerbaijan

Financial metrics (GEL millions)

	Annually		Semiannually		Change
	2017	2018	1H18	1H19	
Beer Revenue	18	29	13.3	18.2	37.7%
Beer EBITDA	(6)	(14)	(7.6)	(6.5)	14.8%

Selected operating metrics (in '000)

	1H18	1H19	Change
Beer sales liters ('000)	7,608	9,607	26.3%

Beer business reached a significant milestone and successfully launched five new brands, including Amstel and Heineken

In March 2018 the beer business acquired the fifth largest Georgian beverages brand, Kazbegi, with 5% market share

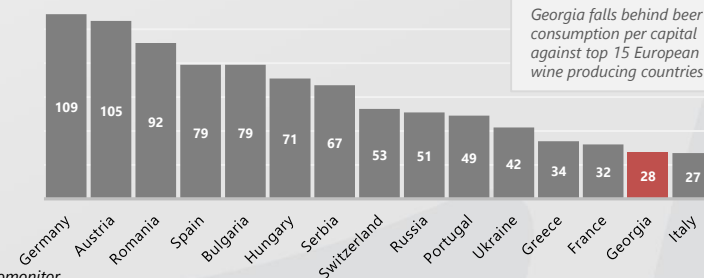
Key highlights | 30 June 2019

	30-Jun-19	31-Dec-18	Change
GCAP ownership	86%	80%	+0.6ppt
LTM Revenue	29	28	2.6%
Multiple applied	2.1	2.2	-3.0%
Enterprise Value	61	61	-0.5%
Net debt	(89)	(64)	39.4%
Kazbegi/Black lion	10	7	NMF
Equity fair value	10	4	NMF
LTM ROIC ¹	-21.3%	-22.0%	-0.7ppt

Market opportunity

Per cap beer consumption implies room for growth

Beer consumption per capita, L; 2017



Source: Euromonitor

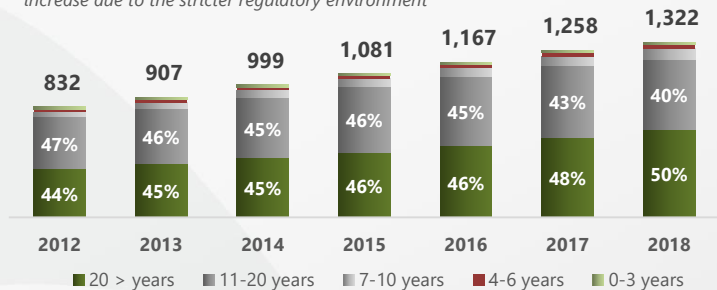
(1) ROIC is calculated as EBITDA less depreciation, plus divided by average amount of total equity and borrowed fund.

Attractive service business – Auto Service

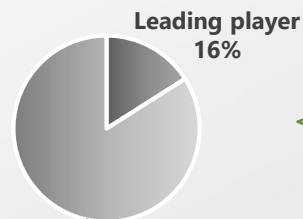
We aim to build a diversified business model combining many different auto-related services to capitalise on the large and growing automotive services market

Number of registered vehicles in Georgia ('000) – 8% CAGR 2012-2018

Average age of cars is high, hence spending is expected to increase due to the stricter regulatory environment



Room for growth in the highly fragmented auto service market in Georgia



**Total auto service market -
c. GEL 1.8 billion**

Car services and parts	c. GEL 1 billion market
Car insurance	c. GEL 0.3 billion market
Secondary car trading	c. GEL 0.5 billion market
PTI	c. GEL 50 million market

We have allocated GEL 10 million¹ capital to auto service business in 1H19

Successfully launched the periodic technical inspection business (PTI)

Periodic technical inspection business highlights

Total investment	GEL 48mIn
GCAP allocated capital	GEL 5mIn

➤ **Targeting 400,000 to 450,000 vehicles annually from 2020**

(1) Holdback of GEL 0.6 million.

Acquired second largest player, Amboli, in Georgian auto service industry

Amboli transaction Highlights

Equity stake purchased	80%
Total cash consideration	GEL 3.4mIn¹
Enterprise Value	0.7x EV/Sales 2018
Additional equity capital injection	GEL 1.6mIn

➤ *Amboli deal was closed on 28 June 2019*

Periodic technical inspection business overview

Investment rationale

- Georgia's Auto park continues to grow steadily, with 8% CAGR during the years 2012-2018
- Georgia lags behind developed countries by number of private passenger cars per capita, showing room for further growth
- Vehicles older than 10 years represent 90% of total auto park

Value creation potential

- In July 2018, GWG won state tender to launch and operate 51 periodic technical inspection lines across Georgia with a 10-year license.
- Technical inspection prices are fixed set at GEL 60 and GEL 100 for light vehicles and heavy vehicles, respectively
- Currently, inspection covers the basic technical control of vehicles. The government plans to tighten procedures from January 2020 and also test vehicle catalytic converters to try and reduce the level of harmful emissions
- GWG is the only player on the market with support from an international partner, Applus+, a Spain-headquartered worldwide leader in testing, inspection and certification with services a market presence in more than 70 countries

Selected metrics

Number of inspection lines

51

Market share¹

36%

Financial highlights

GEL thousands	1H19	MTD Jun-19
Revenue	5,304	1,244
Gross margin	57%	67%
EBITDA	613	446
EBITDA margin	12%	36%

Operating highlights

	1H19
Cars serviced	140,338
of which, primary	101,513
of which, secondary	38,825

(1) Based on available inspection lines.

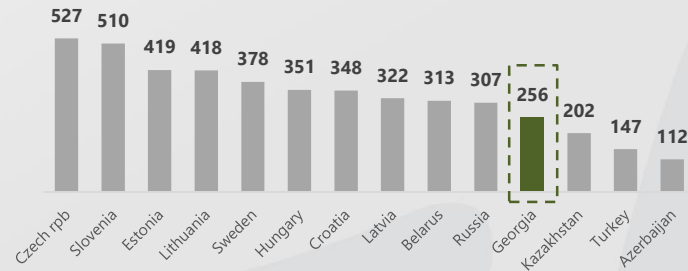
(2) Next twelve month.

Key highlights | 30 June 2019

NTM ² EBITDA	GEL 6.7mln
Multiple applied	10.1
Enterprise Value	GEL 68mln
Net debt	GEL 49mln
PTI Equity fair value	GEL 19mln
Amboli acquisition cost	GEL 5mln
Auto service business Equity fair value	GEL 24mln

Market opportunity

Number of passenger cars per 1,000 people, (2017)



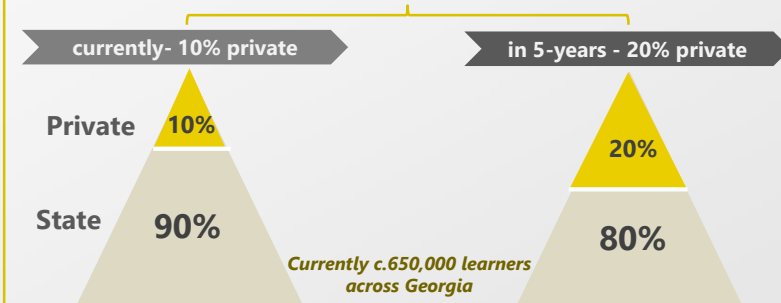
Education - Fragmented education market offers attractive opportunity for a scaled player

Industry investment rationale

- Highly fragmented private school market
- Large and growing market
- Efficiency upside
- High trading multiples
- Low base – 3.5% of GDP, compared to 5.4% of peers*

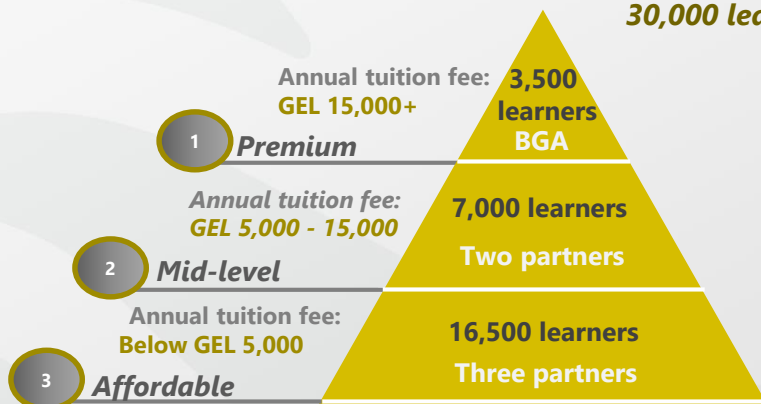
* Source: World bank, Eurostat

Medium term demand outlook for private high schools



Diversified business model with strategy 1-2-3

Strong platform to facilitate growth and scale to become the leading integrated education player with up to 30,000 learners by 2025



- Partnership model, with 70-90% majority stakes
- Education business holding company won't exist
- GCAP involvement will be limited to: strategy setting, hiring financial director, oversight of CAPEX spending

GEL 70 million+ EBITDA by 2025
GEL 185 million gross capital allocation from GCAP through 2025

Recent acquisitions - education business

Premium

Mid-level

Affordable

1

British-Georgian Academy

2

Buckwood

3

Green School

Transaction highlights

- Purchase of **70% equity stake**.
- Valued at **6.4x EV / EBITDA 2020**.

- Purchase of **80% equity stake**.
- Valued at **6.4x EV / EBITDA 2020**.

- Purchase of **80% - 90%¹ equity stake**.
- Valued at **5.6x EV / EBITDA**.

Three high quality school partnerships across premium, mid-level and affordable education segments, providing a clear pathway to approximately 11,750 learners and to more than 50% of our targeted GEL 70 million EBITDA by 2025

School	Segment	Deal close date	Total capital allocation from GCAP ²	Debt/Equity	GCAP ownership	Current capacity of learners	Targeted capacity of learners	Targeted cost per learner
BGA	Premium	24 July 2019	GEL 75 million	25%	70%	750	3,350	35,000 - 40,000
Buckwood	Mid-level	29 July 2019	GEL 17 million	40%	80%	730	2,700	13,000 - 16,000
Green School	Affordable		GEL 21 million	50%	80% - 90% ¹	1,050	5,700	6,500 - 8,500
Total			GEL 113 million			2,530	11,750	

(1) 80% equity stake in the current campus and 90% equity stake in three new schools that will be developed under green school brand.

(2) Includes actual and projected future capital allocations.

Acquisition of the leading Georgian digital marketing agency

Acquisition of Redberry enables us to have a platform for investments in the digital business

About Redberry

- One of the most successful Georgian digital marketing agency
- Providing tech-based marketing solutions to large Georgian corporates and government agencies
- **50%+ revenue growth in 2018, with 25% net profit margin**
- US\$ 0.4 million cash consideration to acquire 60% equity stake

US\$ 2.8 million new capital injected for digital start-up development

1

Joint ventures with corporates - partnership model with minority stake of c. 20%.

2

Creating digital start-ups focused and applicable to Georgia (c. US\$ 0.1mln per start-up)

- Redberry has developed **app "Lunchoba"**, engaged in delivering ready-food made to the offices.

Content



1. 1H19 results discussion | Georgia Capital

2. Georgia Capital strategy

3. Portfolio overview

4. **Georgian macro overview**

5. Appendices

Sovereign ratings with stable outlook and favourable macro fundamentals



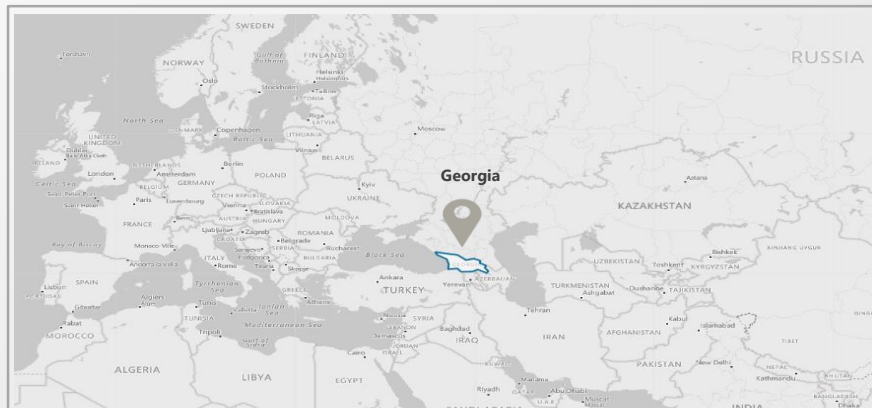
Key Ratings Highlights

Rating Agency	Rating	Outlook	Affirmed
MOODY'S	Ba2	Stable	September 2018
S&P Global	BB-	Positive	April 2019
FitchRatings	BB	Stable	February 2019

Georgia is favorably placed among peers

Country	Country Rating	Fitch Rating Outlook
Armenia	B+	Positive
Azerbaijan	BB+	Stable
Belarus	B	Stable
Czech Republic	AA-	Stable
Georgia	BB	Stable
Kazakhstan	BBB	Stable
Turkey	BB-	Negative
Ukraine	B-	Stable

General Facts



- Area: 69,700 sq km
- Population (2018): 3.7 million
- Capital: Tbilisi;
- Life expectancy: 73.5 years
- Official language: Georgian
- Literacy: 100%
- Currency (code): Lari (GEL)

Economy

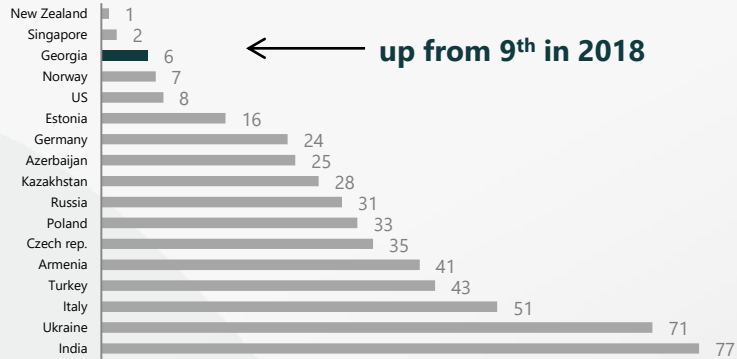
- Nominal GDP (Geostat) 2018: GEL 41.1 billion (US\$16.2 billion)
- Real GDP growth rate 2014-2018: 4.6%, 2.9%, 2.8%, 4.8%, 4.7%
- Real GDP 2007-2018 annual average growth rate: 4.5%
- GDP per capita 2018 (PPP, international dollar) IMF: 11,485
- Annual inflation (end of period) 2018: 1.5%
- External public debt to GDP 2018: 34.3%

Georgia's key economic drivers

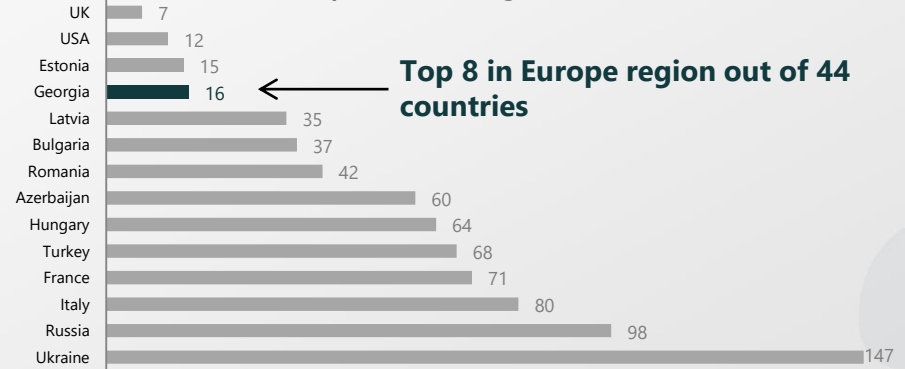
Liberal economic policy	<p>Top performer globally in WB Doing Business over the past 12 years</p> <ul style="list-style-type: none"> Liberty Act (effective January 2014) ensures a credible fiscal and monetary framework; Public expenditure/GDP capped at 30%; Fiscal deficit/GDP capped at 3%; Public debt/GDP capped at 60%; Business friendly environment and low tax regime (attested by favourable international rankings);
Regional logistics and tourism hub	<p>A natural transport and logistics hub, connecting land-locked energy rich countries in the east and European markets in the west</p> <ul style="list-style-type: none"> Access to a market of 2.8 billion customers without customs duties: Free trade agreements with EU, China, Hong Kong, CIS and Turkey and GSP with USA, Canada, Japan, Norway and Switzerland; FTA with Israel and India under consideration. Tourism revenues on the rise: tourism inflows stood at US\$ 3.2 billion in 2018 and international travelers reached 8.7 million in 2018 (up 9.8% y-o-y), out of which tourist arrivals were up 17% y-o-y to 4.8 million visitors. Regional energy transit corridor accounting for 1.6% of the world's oil and gas transit volumes.
Strong FDI	<p>An influx of foreign investors on the back of the economic reforms have boosted productivity and accelerated growth</p> <ul style="list-style-type: none"> FDI stood at US\$ 1.2 billion (7.6% of GDP) in 2018. FDI averaged 9.8% of GDP in 2007-2018.
Support from international community	<p>Georgia and the EU signed an Association Agreement and DCFTA in June 2014</p> <ul style="list-style-type: none"> Visa-free travel to the EU is another major success in Georgian foreign policy. Georgian passport holders were granted free visa entrance to the EU countries from 28 March 2017. Discussions commenced with the USA to drive inward investments and exports. Strong political support from NATO, EU, US, UN and member of WTO since 2000; Substantial support from DFIs, the US and EU.
Electricity transit hub potential	<p>Developed, stable and competitively priced energy sector</p> <ul style="list-style-type: none"> Only 20% of hydropower capacity utilized; 155 renewable (HPPs/WPPs/SPPs) energy power plants are in various stages of construction or development. Georgia imports natural gas mainly from Azerbaijan. Significantly boosted transmission capacity in recent years, a new 400 kV line to Turkey and 500 kV line to Azerbaijan built, other transmission lines to Armenia and Russia upgraded. Additional 2,000 MW transmission capacity development in the pipeline, facilitating cross-border electricity trade and energy swaps to Eastern Europe.
Political environment stabilised	<ul style="list-style-type: none"> Georgia underscored its commitment to European values by securing a democratic transfer of political power in successive parliamentary, presidential, and local elections and by signing an Association Agreement and free trade agreement with the EU. New constitution amendments passed in 2013 to enhance governing responsibility of Parliament and reduce the powers of the Presidency. Continued economic relationship with Russia, although economic dependence is relatively low. Russia began issuing visas to Georgians in March 2009; Georgia abolished visa requirements for Russians – Russia announced the easing of visa procedures for Georgians citizens effective December 23, 2015. Direct flights between the two countries resumed in January 2010. Member of WTO since 2000, allowed Russia's access to WTO; In 2013 trade restored with Russia. In 2018, Russia accounted for 13.0% of Georgia's exports and 10.3% of imports.

Institutional oriented reforms

Ease of Doing Business | 2019 (WB Doing Business Report)



Economic Freedom Index | 2019 (Heritage Foundation)



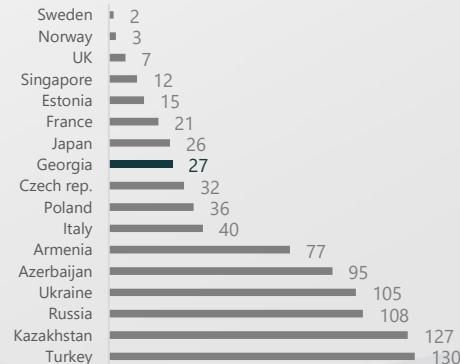
Corruption Perception Index | TI 2018

Higher index means lower corruption

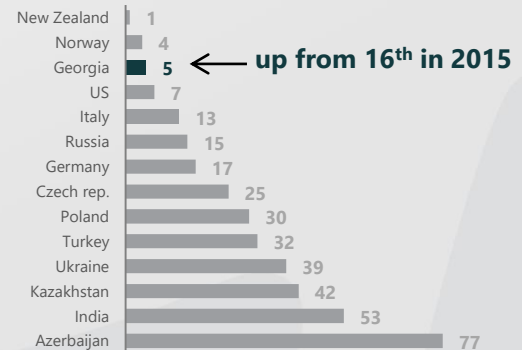


← Georgia is on a par with EU member states

Business Bribery Risk, 2018 | Trace International



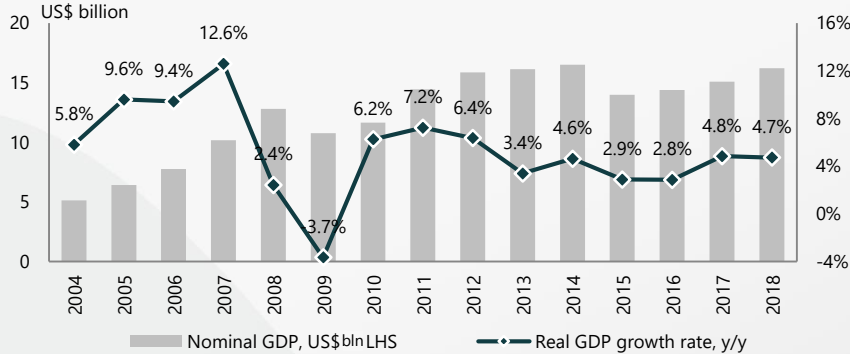
Open Budget Index, 2017 | International Budget Partnership



Diversified resilient economy

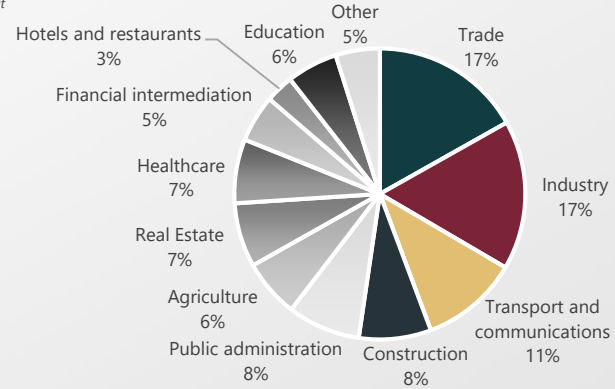
Gross domestic product

Source: Geostat



Diversified nominal GDP structure, 1Q19

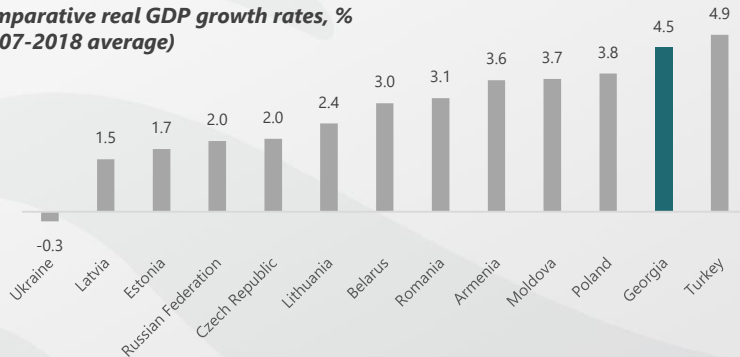
Source: Geostat



One of the Fastest Developing Economies in the Region

Source: IMF

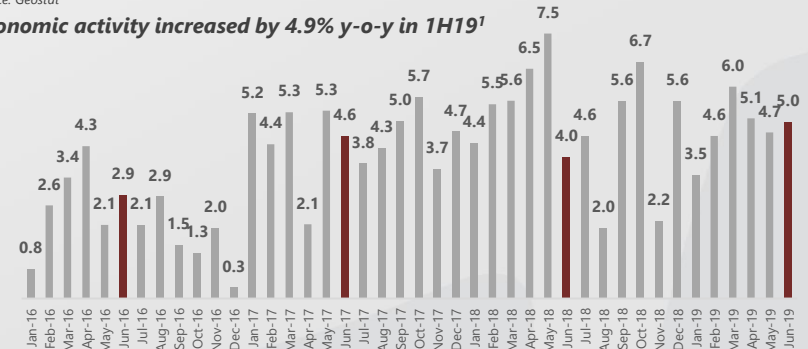
Comparative real GDP growth rates, % (2007-2018 average)



Monthly Economic Activity Estimate, y-o-y growth

Source: Geostat

Economic activity increased by 4.9% y-o-y in 1H19¹

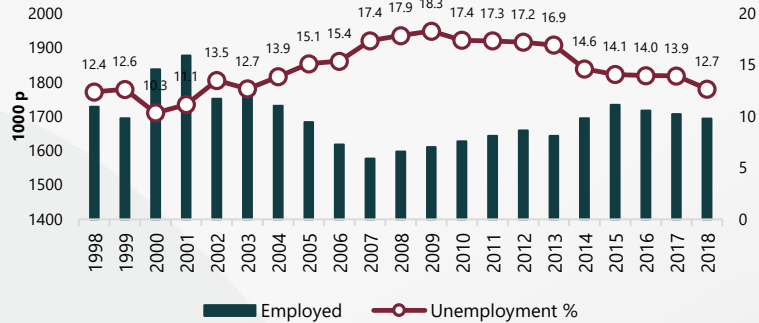


¹ preliminary data

Room for further job creation

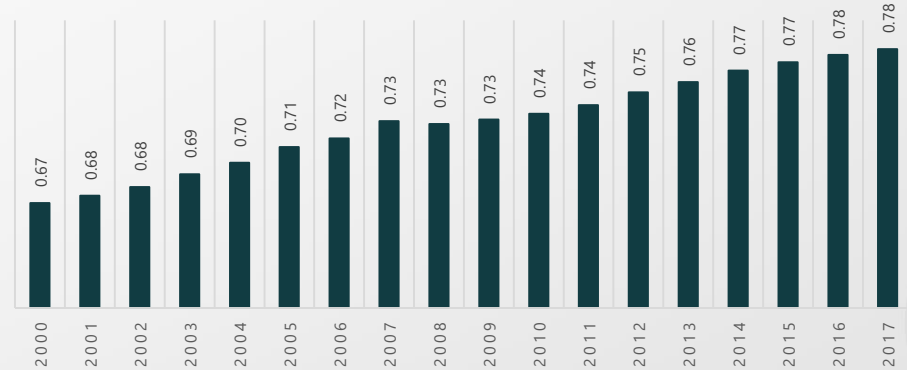
Unemployment rate down 1.3 pts y-o-y to 12.7% in 2018

Sources: GeoStat



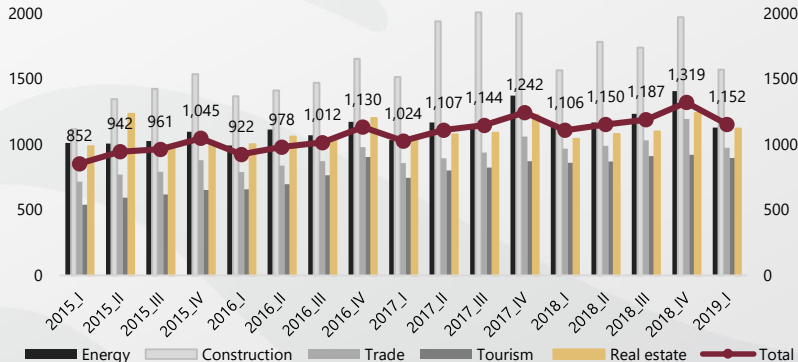
UNDP Human Development Index

Sources: UNDP



Average monthly nominal earnings in business sector

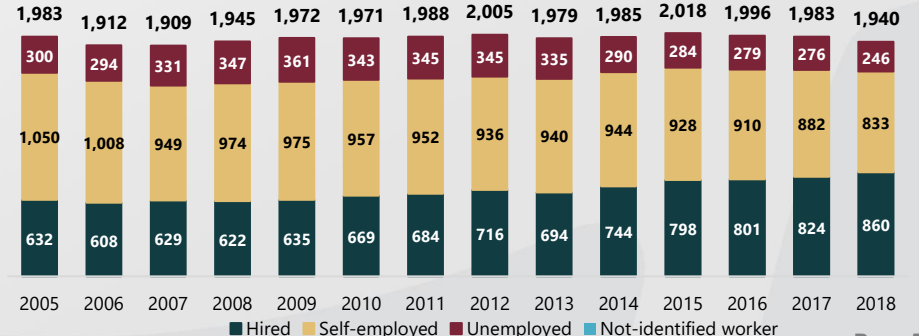
Sources: GeoStat



Labor force decomposition 2018

Sources: GeoStat

Hired workers accounted 51% in total employment in 2018

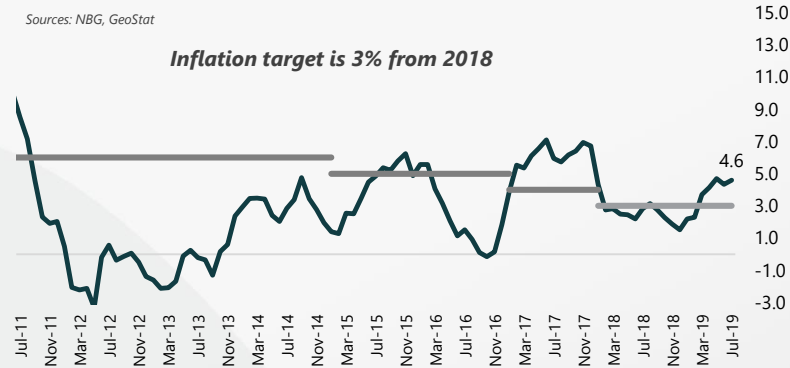


Inflation targeting since 2009

Inflation y-o-y vs. inflation target

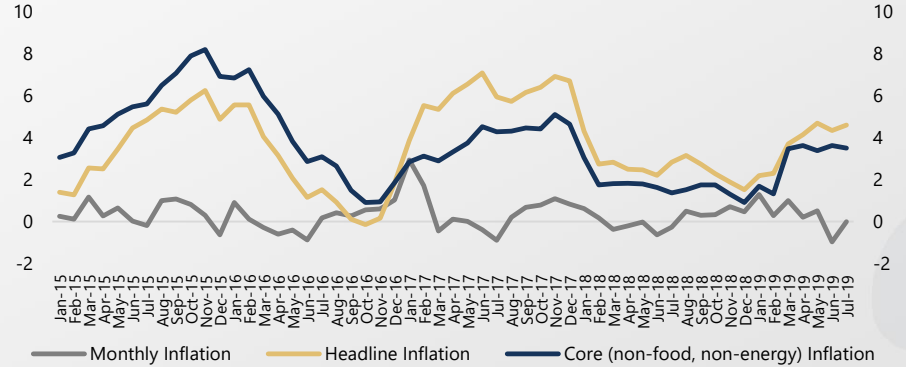
Sources: NBG, GeoStat

Inflation target is 3% from 2018



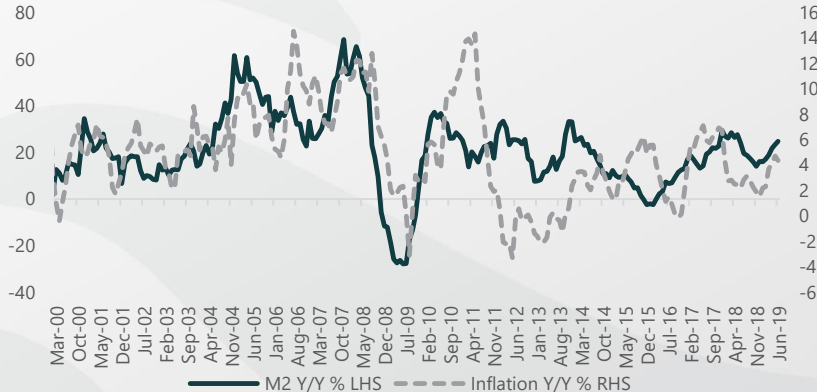
Inflation y-o-y

Source: GeoStat



M2 vs. inflation, y-o-y, %

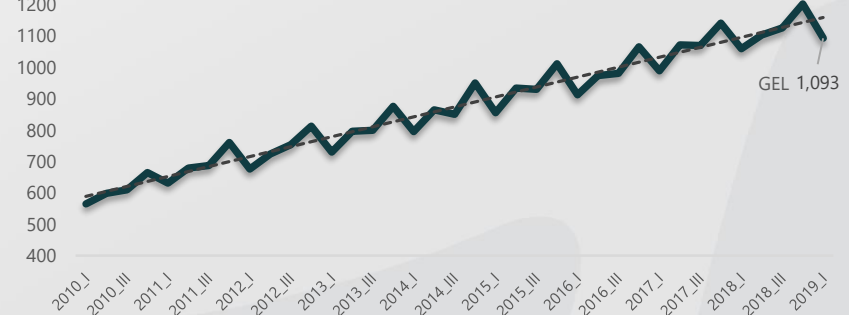
Sources: Geostat, NBG



Average monthly nominal earnings

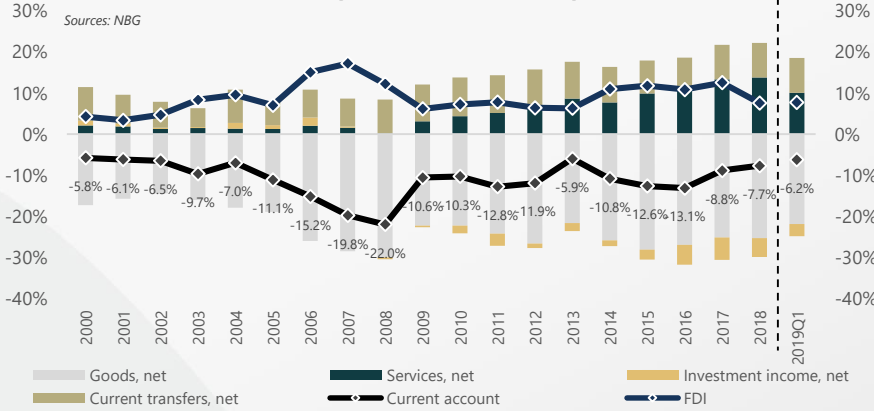
Source: Geostat

Monthly nominal earnings increased on average 7.7% y-o-y in 2010-2018

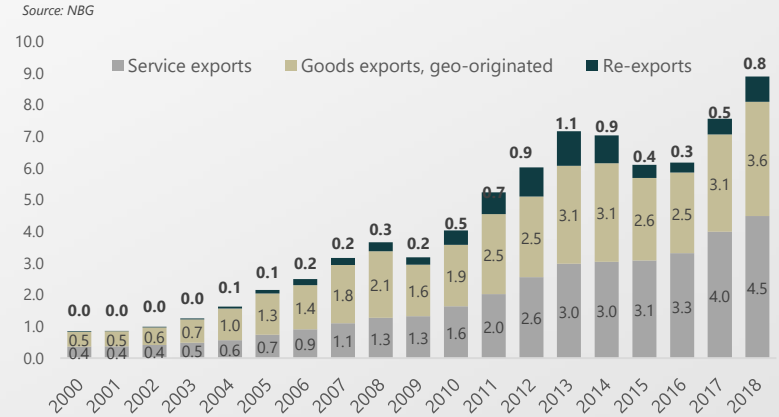


Current account deficit supported by FDI

Current account balance (% of nominal GDP)



Exports and Re-exports, US\$ billion



FDI and capital goods import

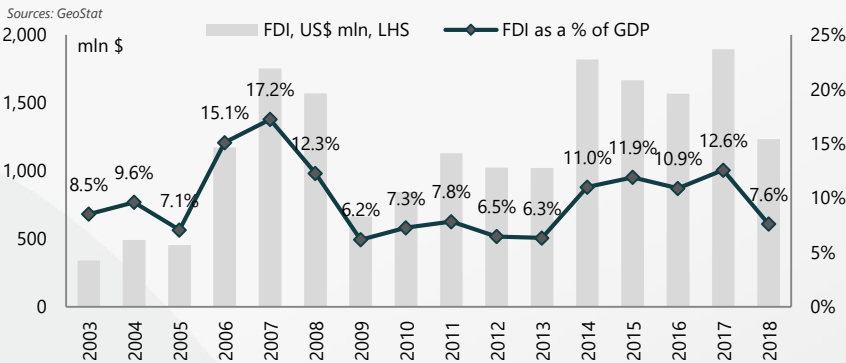
Source: GeoStat



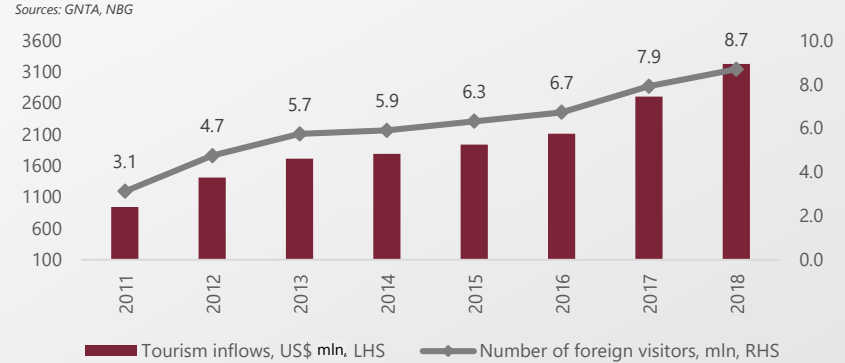
Diversified sources of capital



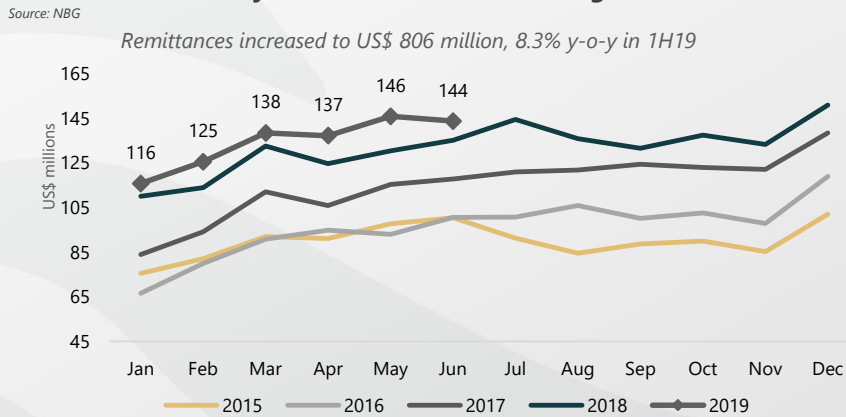
Strong foreign investor interest



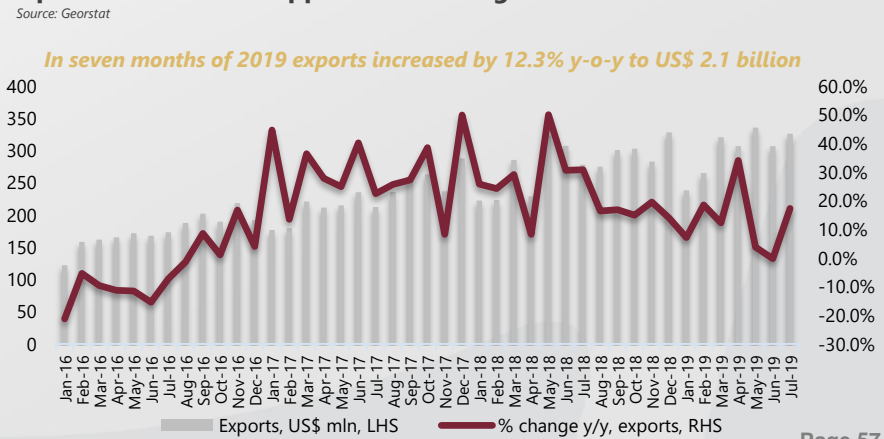
Visitors and tourism revenues



Remittances - steady source of external funding



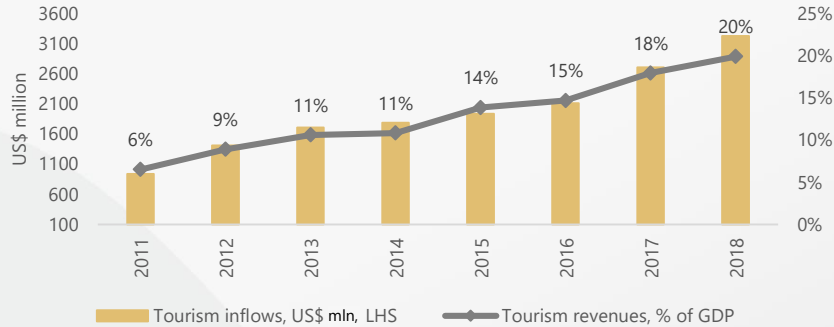
Export continues to support economic growth



Tourism sector on the rise

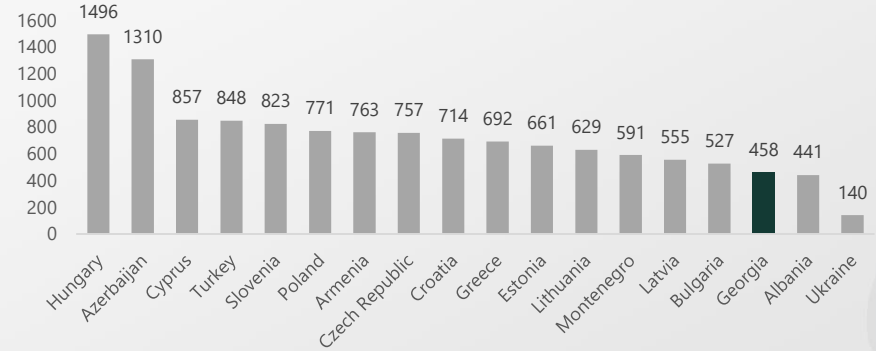
Tourism revenues to GDP

Sources: NBG, Geostat



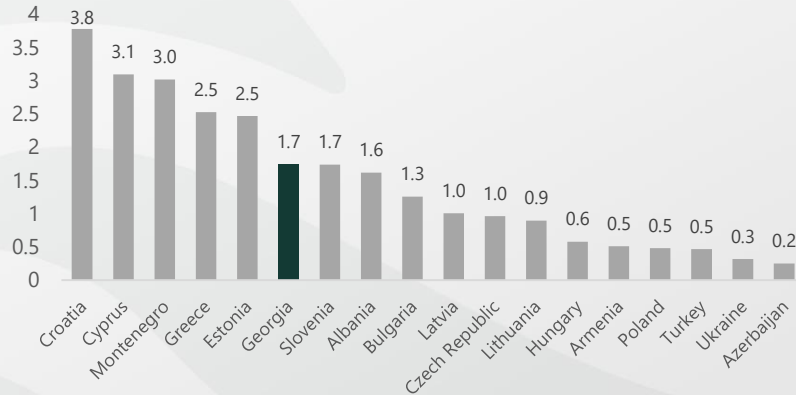
Spending per arrival, 2017

Source: WDI



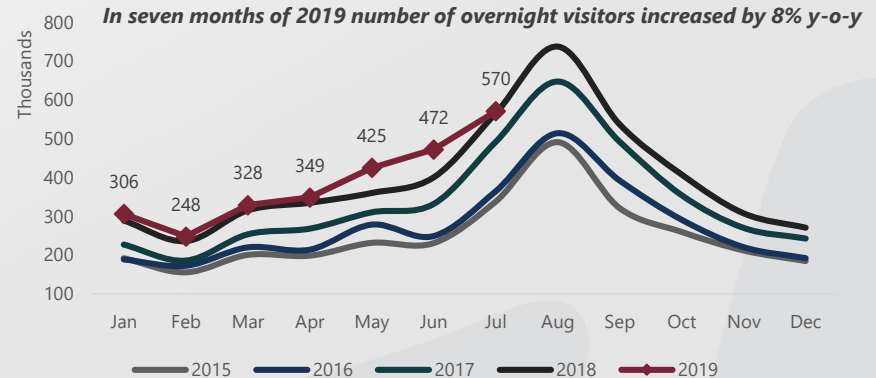
Arrivals to country's population, 2017

Source: WDI



Number of Tourists (overnight visitors)

Source: GNIA

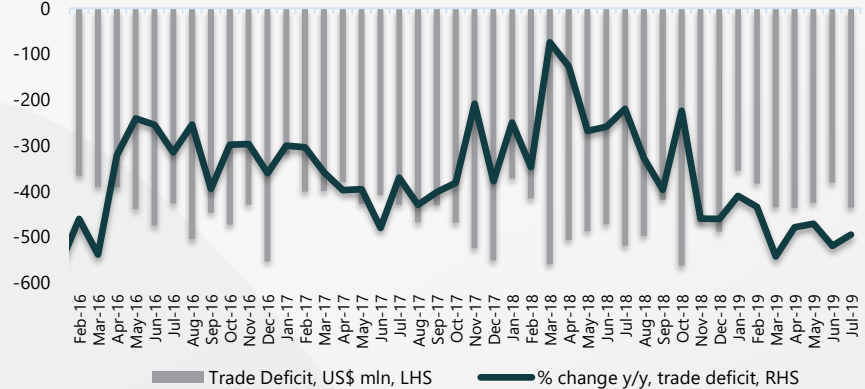


Diversified foreign trade

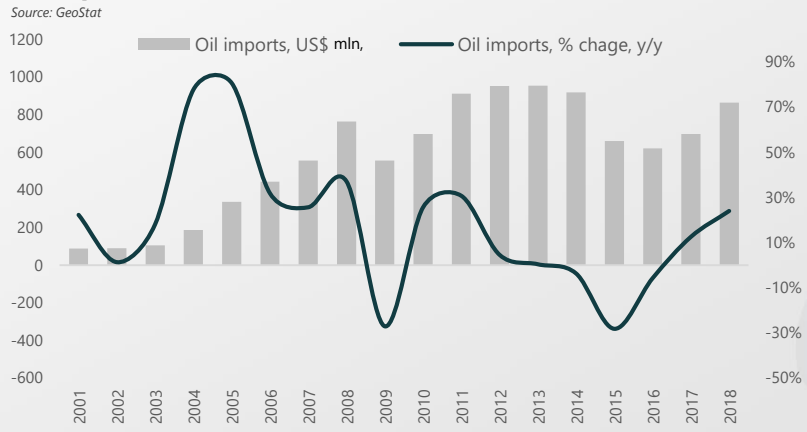


Goods' Trade Deficit

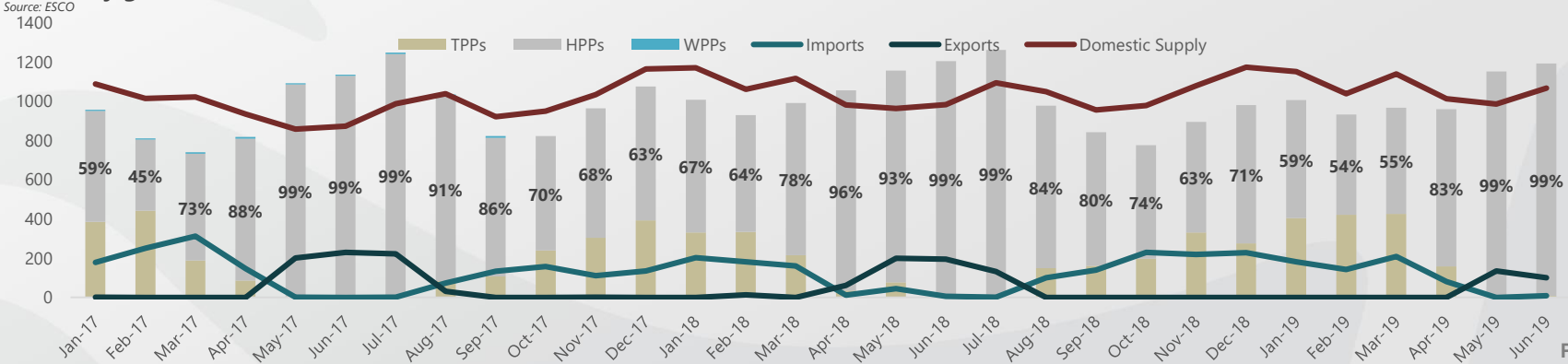
Source: GeoStat
 Based on the preliminary data in the first seven months of 2019 trade deficit narrowed by 14% y-o-y to US\$ (2.9) billion from US\$ (3.3) billion, further decreasing FX pressure.



Oil imports

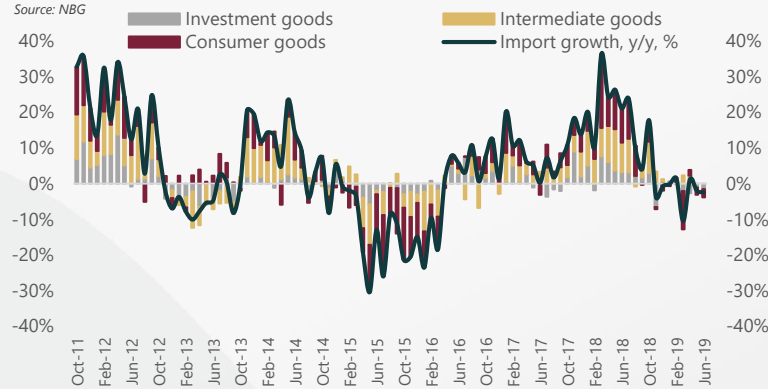


Electricity generation and trade, GWH



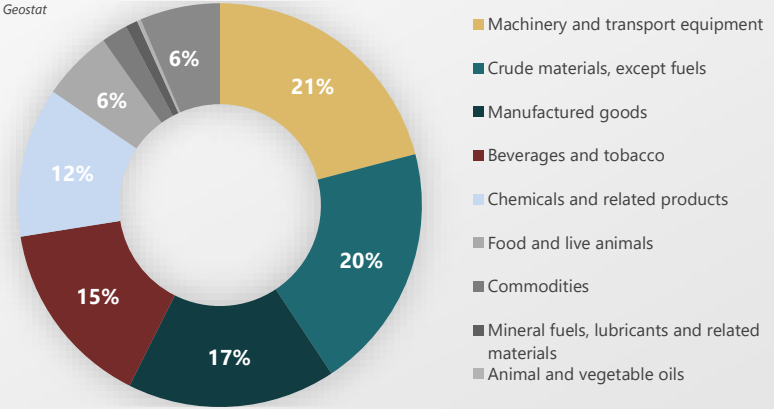
Diversified foreign trade

Imports of Goods, contribution to growth



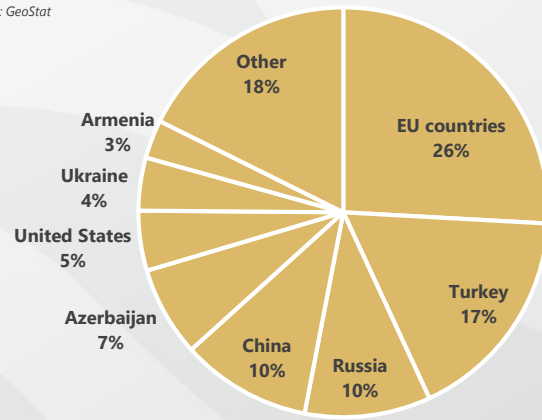
Foreign Demand, 1H19

Source: Geostat



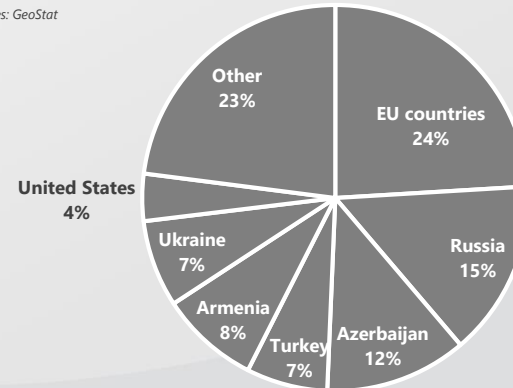
Importing countries, 1H19

Sources: GeoStat



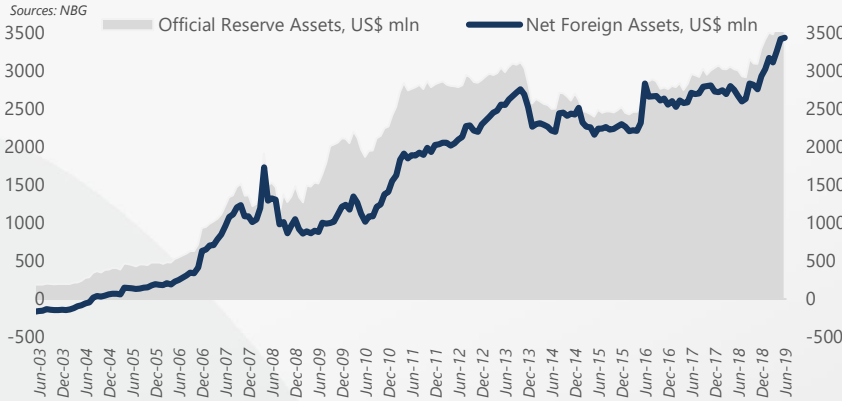
Exporting countries, 1H19

Sources: GeoStat

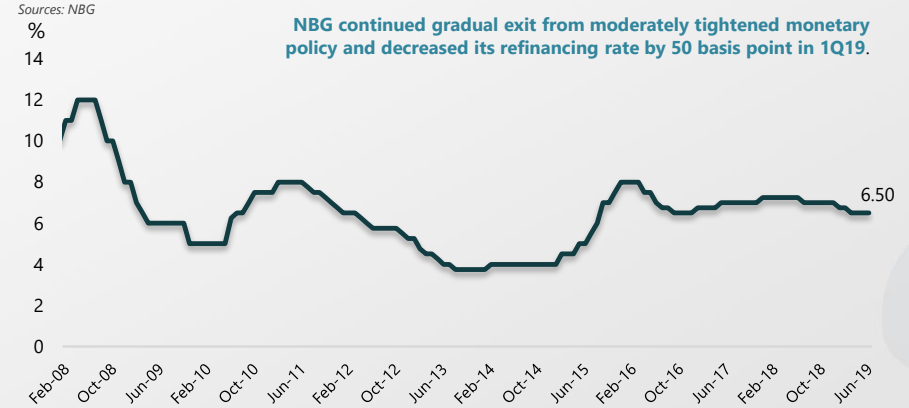


Prudent monetary policy ensures macro-financial stability

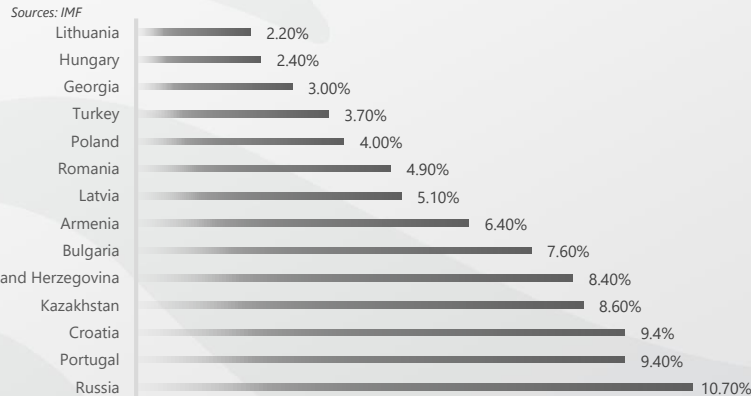
International reserves



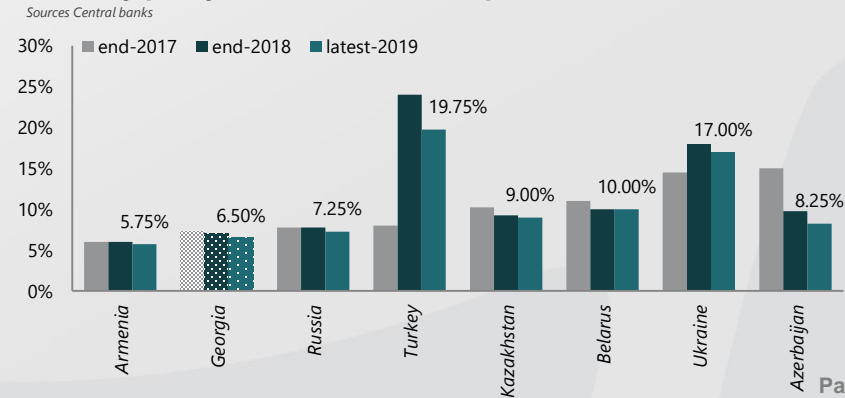
Monetary policy rate



Nonperforming loans to total gross loans, latest 2019



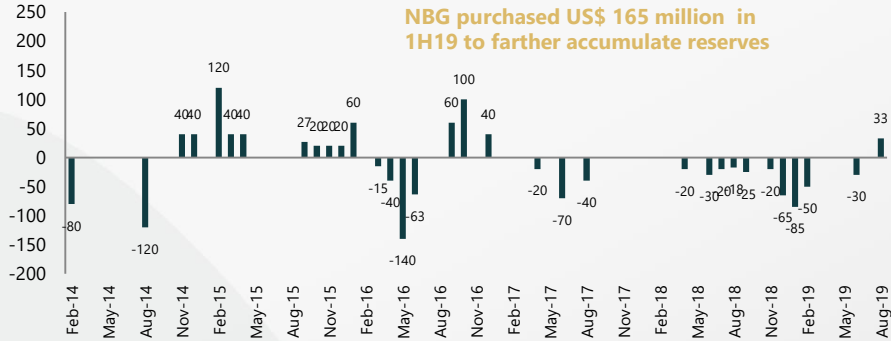
Monetary policy rate remains low vs. peers



Floating exchange rate - policy priority

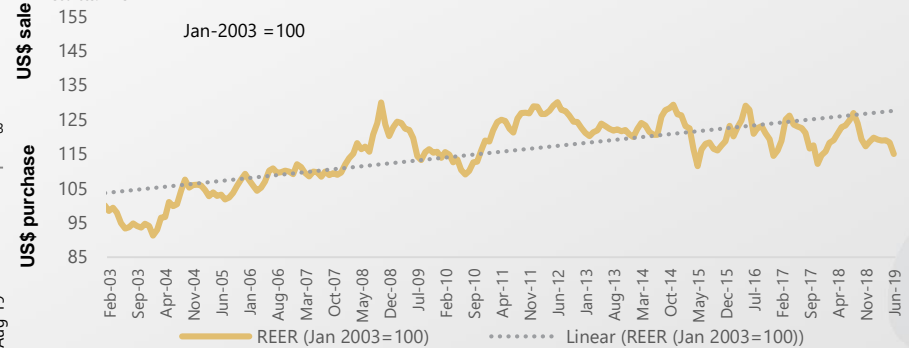
Central Bank's interventions

Sources: NBG



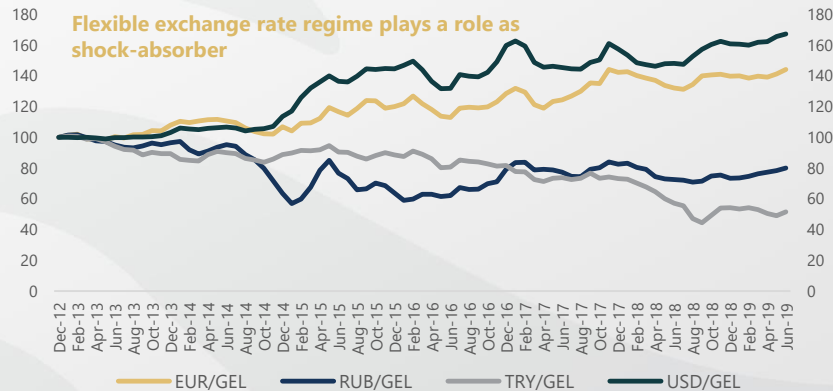
Real effective exchange rate (REER)

Sources: NBG



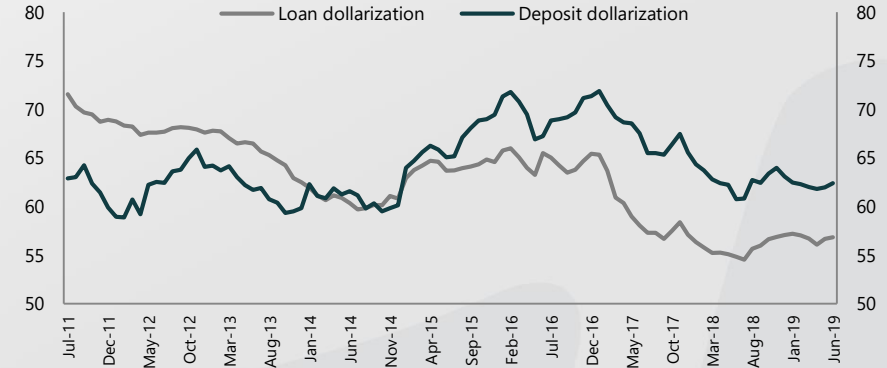
Bilateral exchange rate indices (Dec2012=100)

Sources: NBG



Dollarization ratios

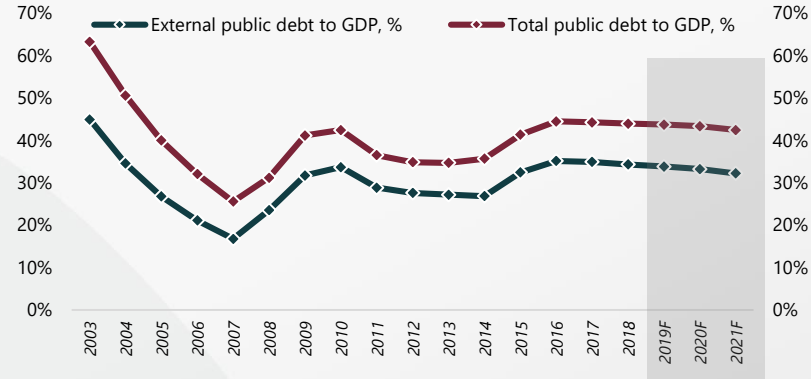
Source: NBG



Low public debt

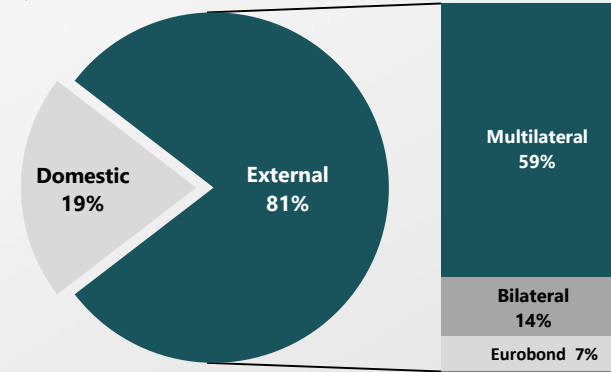
Public debt as % of GDP is capped at 60%

Sources: MOF



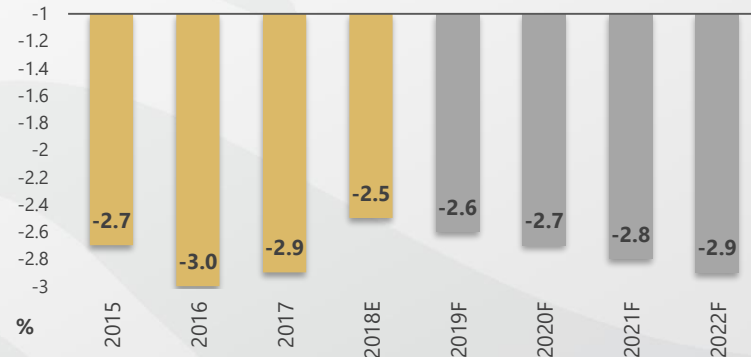
Breakdown of public debt

Source: MOF, as of December 2018



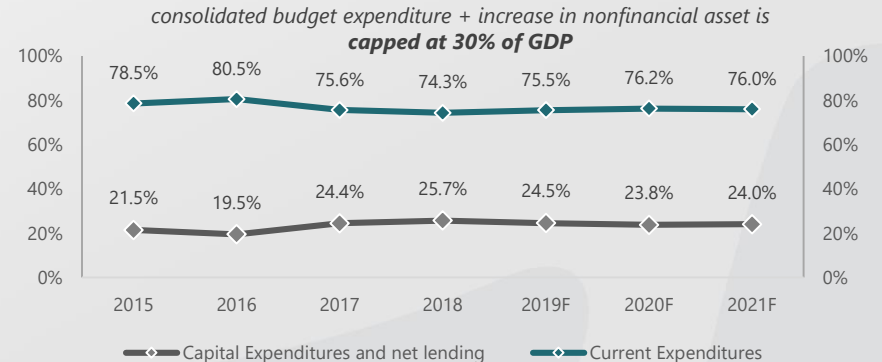
Modified Fiscal deficit, % of GDP (IMF programme)

Source: MOF



Current vs Capital Expenditure

Source: MOF



Growth-oriented government reforms (2018-2020)

1 Structural Reforms

- **Small government concept**
 - Optimization of government units and decrease bureaucracy expenses to get small, efficient and flexible government
 - Compensation of employees as a% of GDP will decrease and remain close to 3.9% of GDP
- **Tax Reform**
 - Favorable tax rates for SME development
 - Special tax regimes for regional offices of multinational companies
 - Enhancing easiness of tax compliance
- **Capital Market Reform**
 - Boosting stock exchange activities
 - Developing of local bond market
- **Pension Reform**
 - Introduction of private pension system
- **PPP Reform**
 - Introduction of transparent and efficient PPP framework
- **Public Investment Management Framework**
 - Improved efficiency of state projects
- **Law of Georgia on Entrepreneurs**
 - New law will be drafted reflecting requirements of Association Agreement between EU and Georgia
- **Responsible Lending**
 - Regulatory actions to support responsible lending
 - Decrease household over indebtedness
- **Association Agreement Agenda**

2 Promoting Transit & Tourism Hub

- **Roads**
 - Plan to finish all spinal projects by 2020 – East-West Highway, other supporting infrastructure
- **Rail**
 - Baku – Tbilisi Kars new railroad line
 - Railway modernization and integration in international transport systems
- **Maritime**
 - Anaklia deep water Black Sea port
 - Strategic location
 - Capable of accommodating Panamax type cargo vessels
 - High capacity – up to 100 million tons turnover annually
 - **Up to USD 2.5 billion** for the project completion;

3 Education

- **General Education Reform**
 - Maximising quality of teaching in secondary schools
- **Fundamental Reform of Higher Education**
 - Based on the comprehensive research of the labour market needs
- **Improvement of Vocational Education**
 - Increase involvement of the private sector in the professional education

Content



1. 1H19 results discussion | Georgia Capital

2. Georgia Capital strategy

3. Portfolio overview

4. Georgian macro overview

5. **Appendices**

NAV Statement | 30 June 2019



GEL thousands unless otherwise noted	%	Valuation Method	Multiples		Fair Values		Change%	MOIC	IRR	Realized MOIC
			Jun-19	Dec-18	Jun-19	Dec-18				
Listed Equity Investments					1,194,712	977,827	22.2%			
Georgia Healthcare Group PLC	57.0%	LSE			661,413	520,332	27.1%	5.7x	43.9%	1.0x
Bank of Georgia Group PLC	19.9%	LSE			533,299	457,495	16.6%	7.4x	21.4%	3.3x
Private Investments					1,042,811	905,547	15.2%			
Late Stage (at fair value)					681,973	628,326	8.5%	2.8x		0.6x
Water Utility	100%	EV/EBITDA	9.0	8.8	459,706	431,017	6.7%	2.4x	32.0%	0.3x
Housing Development	100%	DCF			60,858	66,785	-8.9%	1.9x	14.6%	1.2x
P&C Insurance	100%	P/E	9.1	7.4	161,409	130,524	23.7%	18.9x	32.9%	3.1x
Early stage (at fair value)					314,901	271,288	16.1%	1.0x		
Renewable Energy	65%	Cost			62,737	61,182	2.5%	1.1x	3.7%	
Hospitality & Commercial RE	100%	NAV			182,431	149,079	22.4%	1.4x	14.7%	
Beverage	86%				69,733	61,027	14.3%	0.6x	0.0%	
Of which, wine		EV/EBITDA	9.9	9.1	59,633	56,771	5.0%	1.3x	7.0%	
Of which, beer		EV/Sales	2.1	2.2	10,100	4,256	NMF	0.1x	0.0%	
Pipeline					45,937	5,933	NMF			
Education	100%	Cost			11,209	7,071	58.5%			
Auto Service	100%	EV/EBITDA	10.1		24,363	(1,326)	NMF			
Digital Services	60%	Cost			8,790	-	NMF			
Other	100%	Cost			1,575	188	NMF			
Total Portfolio Value (1)					2,237,523	1,883,374	18.8%			
Net Debt (2)					(304,519)	(196,915)	54.6%			
of which, Cash and liquid funds					323,959	299,650	8.1%			
of which, Loans issued					232,289	305,480	-24.0%			
of which, Gross Debt					(860,767)	(802,045)	7.3%			
Net other assets/ (liabilities) (3)					5,361	1,762	NMF			
Net Asset Value (1)+(2)+(3)					1,938,365	1,688,221	14.8%			
Shares outstanding					35,961,403	38,089,558	-5.6%			
Net Asset Value per share (GEL)					53.90	44.32	21.6%			
Net Asset Value per share (GBP)					14.81	13.05	13.5%			

GCAP cash flow statement (management accounts) | 1H19



Cash flow statement			
<i>GEL thousands unless otherwise noted</i>	1H19	1H18	Change
Dividends received	32,951	10,000	NMF
Interest received	19,110	10,426	83.3%
Interest paid	(24,694)	(21,785)	13.4%
Cash inflow from Operations before operating expenses	27,367	(1,359)	NMF
GCAP operating expenses	(9,820)	(2,787)	NMF
Cash inflow from operations	17,547	(4,147)	NMF
Capital allocations	(43,152)	(38,729)	11.4%
Loans (Issued)/Repaid	90,788	(249,635)	NMF
<i>of which, Loans to portfolio companies</i>	90,788	(127,720)	NMF
<i>of which, Loans to third parties</i>	-	(121,915)	NMF
Cash outflow on buybacks	(61,322)	(49,580)	22.8%
<i>of which, Management Trust</i>	(3,444)	(26,478)	-87.0%
<i>of which, Buyback programme</i>	(57,878)	(23,102)	NMF
Cash outflow/inflow from financing activities	-	467,434	NMF
Proceeds from debt securities issued	-	715,729	NMF
Repayment of borrowings from former Parent company	-	(248,295)	NMF
Demerger related outflows	(587)	(24,245)	-97.6%
FX effect & Fair valuation	21,035	(13,642)	NMF
Net cash flow	24,309	87,456	-72.2%
Beginning cash and liquid funds	299,650	264,546	13.3%
Ending cash and liquid funds	323,959	352,002	-8.0%

Reconciliation of management accounts to IFRS

Income statement reconciliation, 1H19

<i>GeL thousands, unless otherwise noted</i>	GHG	BOG	Water Utility	Housing Development	P&C Insurance	Renewable Energy	Hospitality & Commercial Real Estate	Beverages	Auto Service	Digital Services	Corporate Centre	Eliminations/ Consolidations	Group Total
Total investment return	141,081	75,804	28,689	12,109	30,885	-	7,087	(1,663)	15,662	-	21,597	-	331,251
Net foreign currency loss/gain	-	-	-	-	-	-	-	-	-	-	(25,625)	-	(25,625)
Net Income (Management accounts)	141,081	75,804	28,689	12,109	30,885	-	7,087	(1,663)	15,662	-	(4,028)	-	305,626
Difference between Shareholder return* and IFRS profit of portfolio companies	(132,022)	(75,804)	(26,725)	(19,957)	(22,577)	(680)	(1,179)	(19,224)	(18,983)	42	-	-	(317,109)
Profit attributable to non-controlling shareholders	16,060	-	-	-	-	(366)	(28)	(3,877)	-	15	-	-	11,804
Reversal of intragroup dividend income	-	-	-	-	-	-	-	-	-	-	-	(11,981)	(11,981)
Reversal of Hotel revaluation gains for Group consolidation purposes**	-	-	-	-	-	-	-	-	-	-	-	(8,376)	(8,376)
Reversal of Fair valuation of Debt securities measured at FVOCI	-	-	-	-	-	-	-	-	-	-	-	(4,286)	(4,286)
Reversal of gain on intragroup sale of assets	-	-	-	-	-	-	-	-	-	-	-	(2,956)	(2,956)
Other	-	-	-	-	-	-	-	-	-	-	-	(1,924)	(1,924)
Profit for the period (IFRS Consolidated)	25,119	-	1,964	(7,848)	8,308	(1,046)	5,880	(24,764)	(3,321)	57	(4,028)	(29,523)	(29,202)

*Calculated based on fair value estimates.

** Hotels are accounted at cost method for IFRS group consolidated purposes.

Reconciliation of management accounts to IFRS

Balance sheet reconciliation, 30 June 2019

Gel thousands, unless otherwise noted

	GHG	BOG	Water Utility	Housing Development	P&C Insurance	Renewable Energy	Hospitality & Commercial Real Estate	Beverages	Auto Service	Digital services	Other	Corporate Centre	Eliminations/ Consolidations	Group Total
Management accounts:	661,413	533,299	459,706	60,858	161,409	62,737	182,431	69,733	24,363	8,790	12,784	(299,158)	-	1,938,365
Difference between Fair Value and Book value of portfolio companies	(361,366)	-	(184,821)	(26,922)	(105,348)	3,531	1,771	(7,592)	(22,975)	(3,977)	-	-	-	(707,700)
Transfer of Market value of 19.9% in BoG to Corporate Center	-	(533,299)	-	-	-	-	-	-	-	-	-	533,299	-	-
Reversal of hotels' revaluation gains for group consolidation purposes*	-	-	-	-	-	-	-	-	-	-	-	-	(35,437)	(35,437)
Reversal of irrevocable instructions on buyback programme	-	-	-	-	-	-	-	-	-	-	-	-	(14,396)	(14,396)
GHG Hospitals and clinics accounted at cost for GCAP consolidation purposes	-	-	-	-	-	-	-	-	-	-	-	-	(9,199)	(9,199)
M ² long-term share based Compensation adjustment for consolidation purposes	-	-	-	-	-	-	-	-	-	-	-	-	(4,499)	(4,499)
Goodwill recognised at Corporate centre	-	-	-	-	-	-	-	-	-	-	-	-	13,653	13,653
Other	-	-	-	-	-	-	-	-	-	-	-	2	(3,658)	(3,658)
Total equity attributable to shareholders of Georgia Capital (IFRS)	300,047	-	274,885	33,936	56,061	66,268	184,202	62,141	1,388	4,813	12,784	234,143	(53,536)	1,177,132

* Hotels are accounted at cost method for IFRS group consolidated purposes.

Group Consolidated IFRS Accounts

Consolidated IFRS Income Statement

GEL thousands, unless otherwise noted

	1H19	1H18	change
Revenue	672,372	616,395	9.1%
Cost of sales	(415,287)	(386,676)	7.4%
Gross profit	257,085	229,719	11.9%
Operating expenses	(147,975)	(122,815)	20.5%
EBITDA	109,110	106,904	2.1%
Share in profit of associates	317	-	NMF
Dividend income	24,951	-	NMF
Depreciation and amortisation	(54,712)	(34,920)	56.7%
Net foreign currency (loss)/ gain	(53,621)	4,787	NMF
Net realized gains from investment securities measured at FVPL	1,011	-	NMF
Interest income	14,908	10,703	39.3%
Interest expense	(65,571)	(46,475)	41.1%
Net operating income before non-recurring items	(23,607)	40,999	NMF
Net non-recurring items	(3,383)	(36,829)	-90.8%
Profit before income tax expense	(26,990)	4,170	NMF
Income tax expense	(2,212)	(1,467)	50.8%
Profit for the period	(29,202)	2,703	NMF
Total profit / (loss) attributable to:			
– shareholders of Georgia Capital PLC	(41,008)	(12,798)	NMF
– non-controlling interests	11,806	15,501	-23.8%
– basic and diluted earnings per share	(1.1597)	(0.3383)	NMF

Consolidated IFRS Statement of Cash Flow

GEL thousands, unless otherwise noted

	1H19	1H18	Change
Net Cash flow from operating activities	109,422	71,587	52.9%
Net cash flows used in investing activities	(194,909)	(508,051)	-61.6%
Net cash from financing activities	25,347	254,697	-90.0%
Effect of exchange rates changes on cash and cash equivalents	5,768	(9,340)	NMF
Net (decrease) increase in cash and cash equivalents	(54,372)	(191,107)	-71.5%
Cash and cash equivalents, beginning of the year	256,930	346,241	-25.8%
Cash and cash equivalents of disposal group held for sale beginning of the period	-	48,840	NMF
Cash and cash equivalents of disposal group held for sale, end of the period	-	16,528	NMF
Cash and cash equivalents, end of the period	202,558	187,446	8.1%

Group Consolidated IFRS Accounts



Consolidated IFRS Balance Sheet

<i>GEL thousands, unless otherwise noted</i>	30-Jun-19	31-Dec-18	Change
Cash and cash equivalents	202,558	256,930	-21.2%
Amounts due from credit institutions	58,166	40,299	44.3%
Debt securities owned	120,304	71,824	67.5%
Equity investments at fair value	533,299	457,495	16.6%
Accounts receivable	194,540	170,228	14.3%
Insurance premiums receivable	87,593	57,801	51.5%
Inventories	290,532	276,230	5.2%
Investment properties	178,094	151,232	17.8%
Prepayments	133,347	117,909	13.1%
Income tax assets	1,503	2,405	-37.5%
Property and equipment	1,853,904	1,671,917	10.9%
Goodwill	150,150	142,095	5.7%
Intangible assets	67,703	51,634	31.1%
Other assets	272,473	251,462	8.4%
Total assets	4,144,166	3,719,461	11.4%
Accounts payable	170,968	143,114	19.5%
Insurance contracts liabilities	99,405	68,207	45.7%
Income tax liabilities	1,183	1,119	5.7%
Deferred income	55,261	62,345	-11.4%
Finance lease liabilities	97,025	-	NMF
Borrowings	934,604	764,355	22.3%
Debt securities issued	1,040,329	916,401	13.5%
Other liabilities	241,563	235,771	2.5%
Total liabilities	2,640,338	2,191,312	20.5%
Total equity attributable to shareholders of Georgia Capital PLC	1,177,132	1,199,144	-1.8%
Non-controlling interests	326,696	329,005	-0.7%
Total equity	1,503,828	1,528,149	-1.6%
Total liabilities and equity	4,144,166	3,719,461	11.4%

Glossary

- **Combined ratio** equals sum of the loss ratio and the expense ratio
- **EBITDA** - Earnings before interest, taxes, non-recurring items, FX gain/losses and depreciation and amortization; The Group has presented these figures in this document because management uses EBITDA as a tool to measure the Group's operational performance and the profitability of its operations. The Group considers EBITDA to be an important indicator of its representative recurring operations.
- **EV** – enterprise value
- **Expense ratio** in P&C Insurance equals sum of acquisition costs and operating expenses divided by net earned premiums
- **GCAP** refers to the aggregation of stand-alone Georgia Capital PLC and stand-alone JSC Georgia Capital accounts
- **Georgia Capital** and “the Group” refer to Georgia Capital PLC and its portfolio companies as a whole
- **IRR** - for portfolio companies is calculated based on a) historical contributions to the portfolio company less b) dividends received and c) market / fair value of the portfolio company at 30 June 2019
- **Liquid assets & loans issued** include cash, marketable debt securities and issued short-term loans
- **Loss ratio** equals net insurance claims expense divided by net earned premiums
- **LTM** – last twelve months
- **MTD** – Month to date
- **MOIC** – Multiple of Capital Invested is calculated as follows: i) the numerator is the cash and non-cash inflows from dividends and sell-downs plus fair value of investment at reporting date ii) the denominator is the gross investment amount
- **NAV** – Net Asset Value, represents the net value of an entity and is calculated as the total value of the entity's assets minus the total value of its liabilities.
- **Net investment** - gross investments less capital returns (dividends and sell-downs)
- **NMF** – Not meaningful
- **NOI** – net operating income
- **NTM** – next twelve months
- **Realised MOIC** – Realised Multiple of Capital Invested is calculated as follows: i) the numerator is the cash and non-cash inflows from dividends and sell-downs ii) the denominator is the gross investment amount
- **RevPAR** – Revenue per available room
- **ROAE** – Return on average total equity (ROAE) equals profit for the period attributable to shareholders divided by monthly average equity attributable to shareholders of the business for the same period for BoG and P&C Insurance
- **ROIC** – return on invested capital is calculated as EBITDA less depreciation, divided by aggregate amount of total equity and borrowed funds
- **Total return / value creation** - total return / value creation of each portfolio investment is calculated as follows: we aggregate a) change in beginning and ending fair values, b) gains from realized sales (if any) and c) dividend income during period. We then adjust the net result to remove capital injections (if any) to arrive at the total investment return/shareholder return

Company information



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Stock Listing

London Stock Exchange PLC's Main Market for listed securities

Ticker: "CGEO.LN"

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Please note that Investor Centre is a free, secure online service run by our Registrar, Computershare, giving you convenient access to information on your shareholdings.

Investor Centre Web Address - www.investorcentre.co.uk.

Investor Centre Shareholder Helpline - + 44 (0) 370 702 0176

Share price information

Shareholders can access both the latest and historical prices via the website

www.georgiacapital.ge

