



BANK OF GEORGIA
HOLDINGS PLC

*Bank of Georgia Q3 2012 and 9M 2012 Results
Presentation*

January 2013

Contents

Bank of Georgia Overview

Georgian Macro Overview

Bank of Georgia Q3 2012 and 9M 2012 Results Overview and Analyses

Business Segment Discussion

Appendices

The leading bank in Georgia

Leading market position: No. 1 bank in Georgia by assets (36.8%), loans (35.9%), client deposits (34.9%) and equity (39.9%)¹

Underpenetrated market with stable growth perspectives: Nominal GDP growth for 2004-2011 of 13.8% CAGR. IMF estimates 6.5% growth for 2012. Net loans/GDP grew from 9.2% to 29.5% over the period, still below regional average; Total deposits/GDP grew from 9.9% in 2004 to 27.9% in 2011

Strong brand name recognition and retail banking franchise: Offers the broadest range of financial products to the retail market through a branch network of 187 branches and 468 ATMs to approximately one million customers as of September 2012

The only Georgian company with credit ratings from all three global rating agencies: S&P: 'BB-', Moody's: 'B1/Ba3' (foreign and local currency), Fitch Ratings: 'BB-'; outlooks are 'Stable'

High standards of transparency and governance: First and still the only entity from Georgia to list on the London Stock Exchange since 2006 (in the form of GDRs since 2006 and premium listing since February 2012)

Sustainable growth combined with strong capital, liquidity and strong profitability

US\$ mln ²	30 Sep 2012	2011	2010	Change 2011/2010
Total Assets	3,333.0	2,793.1	2,259.1	23.6%
Loans to customers, net	1,846.2	1,566.4	1,334.7	17.4%
Customer funds ³	1,684.9	1,637.6	1,143.0	43.3%
Shareholders' equity	607.5	486.5	391.1	24.4%
Revenue	223.0	259.7	195.5	32.8%
Profit ⁴	80.0	90.4	46.6	93.8%

Experienced management with deep understanding of local market and a strong track record:

	2004	30 Sep 2012	Change
Market capitalisation (US\$ mln)	45.2	720.5*	15.9x
Total assets (US\$ mln)	199.0	3,333.0	16.7x
Market share by total assets	19%	37%	95%

*Market capitalisation for Bank of Georgia Holdings plc., the Bank's holding company, as of 21 January 2013

¹ Market data based on standalone accounts as published by the National Bank of Georgia (NBG) as of 30 September 2012 www.nbg.gov.ge

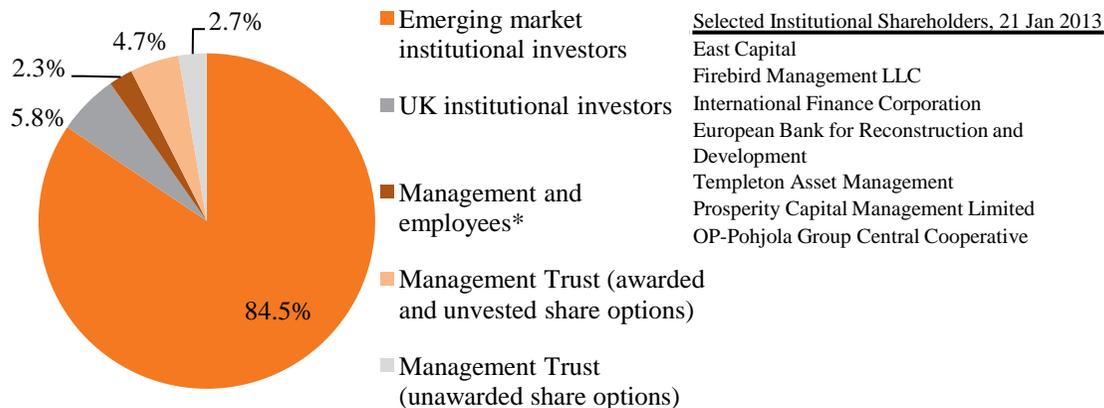
² US\$/GEL 1.6593, 1.6703 and 1.7728 as at 30 September 2012, 31 December 2011 and 31 December 2010, respectively

³ Amounts due to customers

⁴ Profit for the period from continuing operations

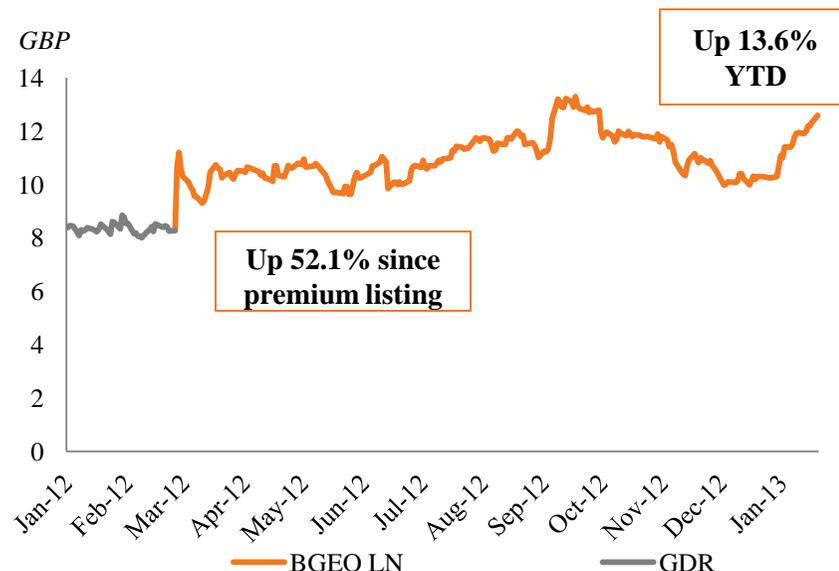
Shareholder structure and share price

 Bank of Georgia Holdings plc. (BGH) (LSE: BGEO) a UK-incorporated holding company of JSC Bank of Georgia. As of 30 June 2012, BGH's shareholder structure was as follows:

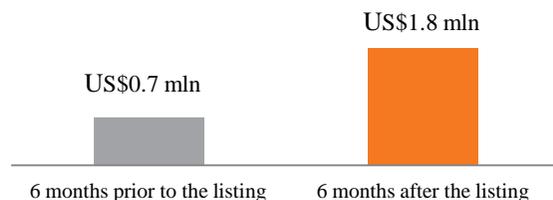


- BGEO is included in FTSE 250 and FTSE All Share Index Funds as of 18 June 2012, as announced by FTSE on 6 June 2012

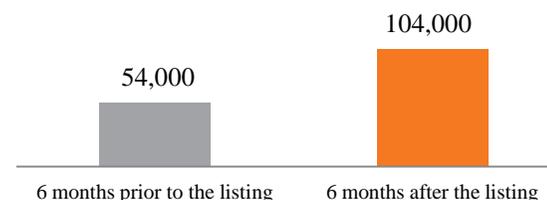
Share price performance



Average daily trading volume



Average daily number of shares traded



* Includes shares held by and share options allocated for the Bank's Supervisory and Management Board members and certain other employees of the Bank and its subsidiaries

3x20%: Growth story with dividends

UK corporate governance

FTSE 250

ROE c.20%

- Revenue up 25.1% y-o-y to GEL 433.8 mln in 2011 and up 24.3%¹ y-o-y to GEL 370.0 in 9M 2012
- Profit from continuing operations up 82.6% y-o-y to GEL 150.9 mln in 2011 and up 16.8% to GEL 132.7 mln in 9M 2012
- Non-interest income surged 40.8% to GEL 194.5 mln in 2011, and amounted to GEL 162.4 mln in 9M 2012, up 16.8%* y-o-y
- Operational efficiency/scale:
 - Cost to income ratio improved to 45.2% in 9M 2012 from 49.1% in 9M 2011
- Prudent risk management:
 - Cost of risk² of 1.2% in 9M 2012
- 2011 ROAE of 18.3%; compared to 2010 ROAE of 13.5% and ROAE of 19.4% in 9M 2012 compared to 18.9% in 9M 2011

TIER I c.20%

- Conservative National Bank of Georgia (NBG) regulation
 - Risk weighting of FX assets at 175%, Bank's leverage at 4.5x as of 30 September 2012
- Strong internal cash generation to support loan growth without compromising capital ratios
 - BIS Tier I of 20.3% and BIS Total Capital ratio of 25.8% as of 30 September 2012
 - NBG Tier I 13.4% and NBG Total Capital of 15.9% as of 30 September 2012

Growth c.20%

- Strong growth across the board supported by synergistic business
- Net loan book³ y-o-y growth of 19.6% to GEL 3,063.4 mln as of 30 September 2012 driven by Retail loan book growth of 13.6% and Corporate loan book growth of 21.0%⁴
- Customer funds grew 20.4% y-o-y in 9M 2012
- Consumer driven franchise with robust sales force to increase cross selling with synergistic businesses
- Increase in contribution from synergistic business in the group's profit

Dividends

- Declared an interim dividend of GEL 0.70/27p per share; payment date 2 July 2012
- Progressive dividend policy in place to increase capital management discipline during the growth phase
- Dividend of GEL 0.30/11p per share paid for 2010

¹ Excluding one-off gain from BYR hedge

² Impairment of interest earning assets of the period to average interest earning assets

³ Including finance lease receivables

⁴ Excluding inter segment lending

Leveraged play on the growing Georgian economy through an LSE premium listed company

With one third of the Georgian market by assets, loans and client deposits, Bank of Georgia is a uniquely placed growth bank in an underpenetrated, highly capitalised and profitable banking market that has been growing in terms of assets at 46% CAGR 2003-2011

Strategic business

Well established brand

-  Retail
 - Largest retail franchise: 979,767 retail clients, 187 branches, 468 ATMs, 896,000 cards outstanding as of 30 September 2012
 - Market shares of c.35% by retail loans and c.32% by retail deposits as of year end 2011
-  Corporate
 - Largest corporate bank with more than 8,000 corporate clients; 41% market share by corporate deposits as of year end 2011
-  Wealth Management (WM)
 - WM client deposits 2009-2011 CAGR growth of 66.9%; Outstanding WM client deposits of GEL 595.3 mln at 30 September 2012
 - International network in Israel, UK and Hungary

Synergistic business

Growth opportunities to support strategic business

-  Insurance and Healthcare
 - Strongly positioned to benefit from the growth of insurance and healthcare sectors through insurance subsidiary ABCI, one of the leading providers of life and non-life insurance in Georgia with c.34.7%* market share by gross premiums written
 - Vertical integration with healthcare business to boost insurance business growth and its contribution to the Bank's income
-  Affordable Housing
 - Stimulate mortgage lending and improve liquidity of repossessed real estate assets through housing development; completed pilot project of 123 apartment building with a total buildable area of 15,015 square meters complete

Non-core business

Intention to exit from non-core business over time

-  BNB
 - Belarus banking operation accounting for 2.9% total assets as of 30 September 2012
 - The Bank owns 80%, the remainder owned by IFC/World Bank
 - Assets of US\$ 95.6 mln and equity of US\$ 26.1 mln as of 30 September 2012
 - Fully written off goodwill (GEL 23.4 mln)

*Based on insurance revenues as of 30 June 2012 per NBG. Includes market share of newly acquired insurance company Imedi L International

Robust corporate governance compliant with UK Corporate Governance Code

Board of Directors of Bank of Georgia Holdings plc

7 non-executive Supervisory Board members; 5 Independent members, including the Chairman and Vice Chairman

- Neil Janin, Chairman of the Supervisory Board, Independent Director experience: formerly director at McKinsey & Company in Paris; formerly co-chairman of the commission of the French Institute of Directors (IFA); formerly Chase Manhattan Bank (now JP Morgan Chase) in New York and Paris; Procter & Gamble in Toronto
- Irakli Gilauri, formerly EBRD banker; MS in banking from CASS Business School, London; BBS from University of Limerick, Ireland
- David Morrison, Vice Chairman of the Supervisory Board, Independent Director experience: senior partner at Sullivan & Cromwell LLP prior to retirement
- Allan Hirst, Chairman of the Audit Committee, Independent Director experience: 25 years at Citibank, including CEO of Citibank, Russia; various senior capacities at Citibank
- Kaha Kiknavelidze, Independent Director currently managing partner of Rioni Capital, London based investment fund; experience: previously Executive Director of Oil and Gas research team for UBS
- Al Breach, Chairman of the Remuneration Committee, Independent Director experience: Head of Research, Strategist & Economist at UBS: Russia and CIS economist at Goldman Sachs
- Ian Hague, Representative of Firebird, Managing partner and co-founder of Firebird Management LLC, EM hedge fund manager, c. US\$1.0 bn AUM
- Hanna Loikkanen, Representative of East Capital, Sweden-based asset manager focusing on Eastern Europe & China, EUR 3.4 bn AUM

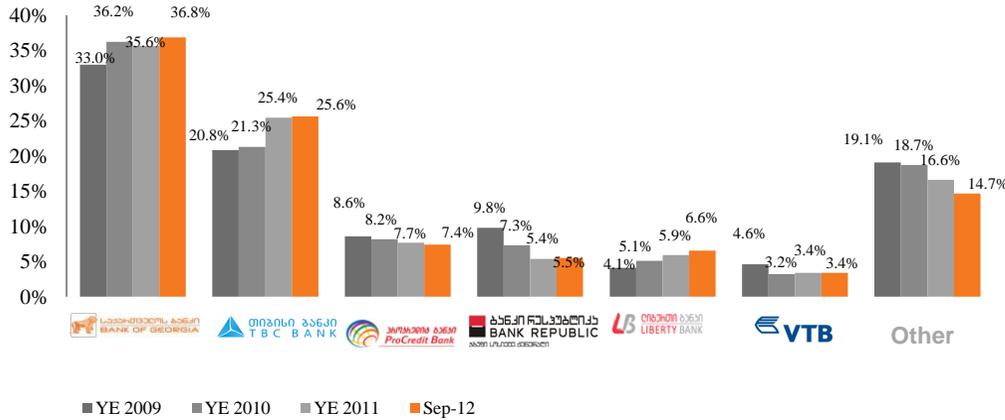
Members of management boards of JSC Bank of Georgia and major subsidiaries

- Irakli Gilauri, CEO; formerly EBRD banker; MS in banking from CASS Business School, London; BBS from University of Limerick, Ireland
- Nikoloz Gamkrelidze, Group CFO; previously CEO of Aldagi BCI and JSC My Family Clinic; World Bank Health Development Project; Masters degree in International Health Management from Imperial College London, Tanaka Business School
- Archil Gachechiladze, Deputy CEO, Corporate Banking; formerly Deputy CEO of TBC Bank, Georgia; Lehman Brothers Private Equity, London; MBA from Cornell University
- Mikheil Gomarteli, Deputy CEO, Retail Banking; 15 years work experience at BOG
- Vasil Revishvili, Deputy CEO, Wealth Management; previously Head of the Investment Risk Unit and Senior Investment Manager at Pictet Asset Management in London and Geneva; MS in Finance from London Business School
- Sulkhan Gvalia, Deputy CEO, Chief Risk Officer; c.20 years banking experience founder of TUB, Georgian bank acquired by BOG in 2004
- Avto Namicheishvili, Deputy CEO, Group Legal Counsel; previously partner at Begiashvili & Co, law firm in Georgia; LLM from CEU, Hungary
- Irakli Burdiladze, Deputy CEO, Affordable Housing; previously CFO at GMT Group, Georgian real estate developer; Masters degree from Johns Hopkins University
- Murtaiz Kikoria, CEO of Aldagi BCI; c.20 years banking experience including as Senior Banker at EBRD and Head of Banking Supervision at the National Bank of Georgia.

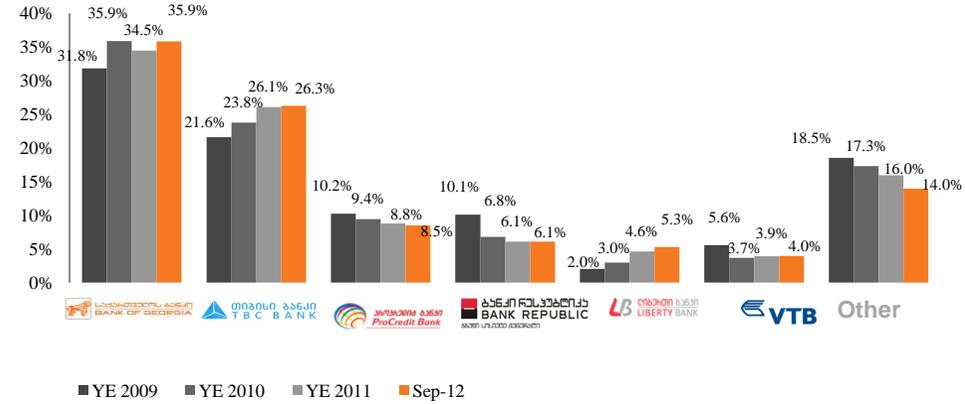
Senior Executive Compensation Policy applies to top nine executives and envisages guaranteed and discretionary awards of securities and no cash bonuses to be paid to such executives

Competitive landscape

Peer group's market share in total assets

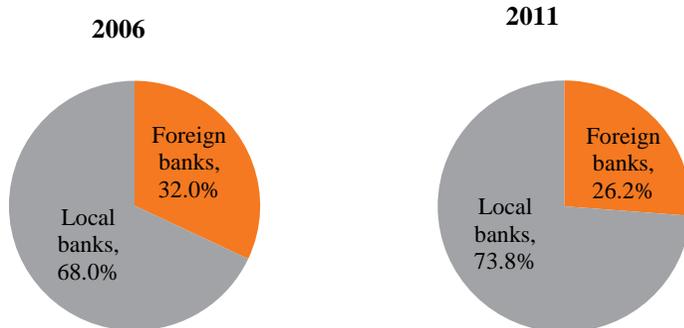


Peer group's market share in gross loans

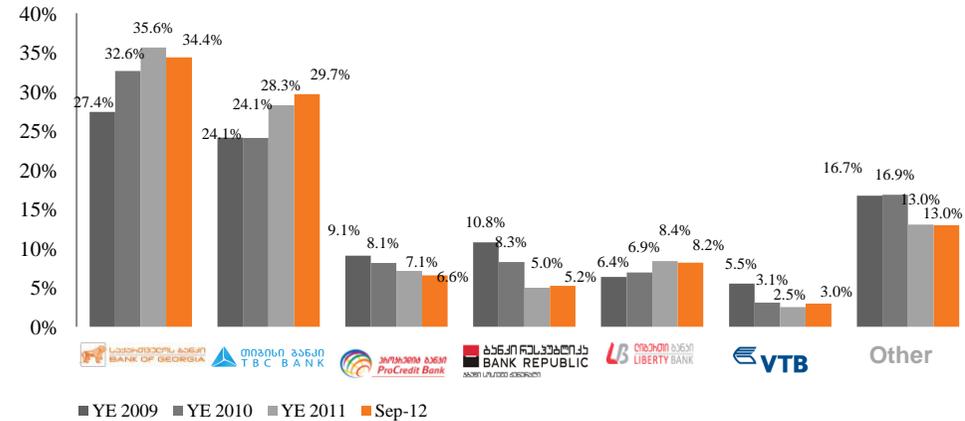


Foreign banks market share by assets

No state ownership of commercial banks since 1994



Peer group's market share in deposits



Note: all data based on standalone accounts as reported to the National Bank of Georgia and as published by the National Bank of Georgia
www.nbg.gov.ge

Contents

Bank of Georgia Overview

Georgian Macro Overview

Bank of Georgia Q3 2012 and 9M 2012 Results Overview and Analyses

Business Segment Discussion

Appendices

Country overview

- Area: 69,700 sq km
- Population (2011): 4.4 mln
- Life expectancy: 76 years
- Official language: Georgian
- Literacy: 100%
- Capital: Tbilisi
- Currency (code): Lari (GEL)
- GDP 2011: GEL 24.3 bn (US\$14.4 bn)
Q1 2012E: 5.6 bn (US\$ 3.4 bn)
Q2 2012E: 6.4 bn (US\$ 3.9 bn)
Q3 2012E: 6.9 bn (US\$ 4.2 bn)
- GDP real growth rate 2011: 7.0%
Q1 2012E: 6.7%, Q2 2012E: 8.2%, Q3 2012E: 7.5%, Q4 2012E: 2.5%
- GDP growth rate per IMF 2012E: 6.5%, 2013E: 5.5%
- GDP growth rate per Ministry of Finance 2012E: 7.0%, 2013E: 6.0%
- Nominal GDP CAGR '04 -'11 (E): 13.8%
- GDP per capita 2011 (PPP): US\$5,491
- Inflation rate (e-o-p) 2012: -1.4%
- External Public debt to GDP 2012E: 28.7%
- Sovereign ratings:
 - S&P** BB-/B/Stable/ *upgraded in November 2011*
 - Moody's** Ba3/NP/Stable
 - Fitch** BB-/B+/Stable *upgraded in December 2011*



Sources: Ministry of Finance of Georgia, Geostat, IMF, Government of Georgia Presentation (Georgia.gov.ge)

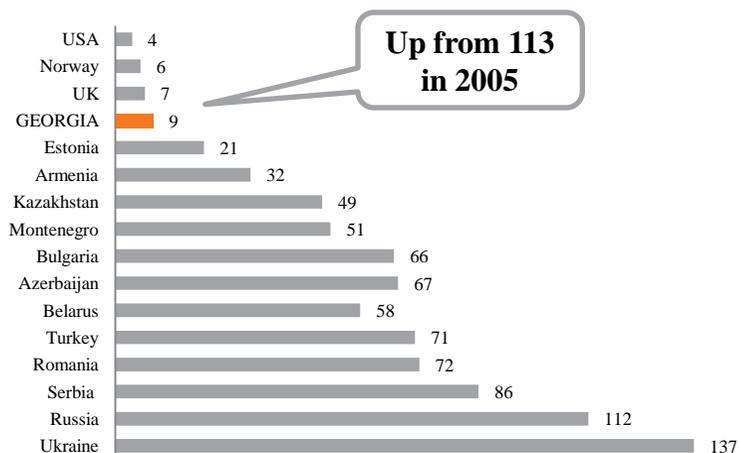
Georgia's key economic drivers

Liberal economic policy	<ul style="list-style-type: none"> ■ Liberty Act, enshrined in the constitution and effective starting 2014 ensures a credible fiscal and monetary framework: <ul style="list-style-type: none"> – Government expenditure/GDP capped at 30% – Budget deficit/GDP capped at 3% – Government debt/GDP capped at 60%
Regional logistics and tourism hub	<ul style="list-style-type: none"> ■ Proceeds from foreign tourism estimated at \$937 mln in 2011, 4.4 million visitors in 2012 (56% increase y-o-y) ■ Regional energy transit corridor with approx. 1.6% of world's oil production and diversified gas supply passing through the country
Strong FDI	<ul style="list-style-type: none"> ■ Strong FDI inflows (2011: US\$1,117 mln), diversified across different sectors; US\$ 684 mln (preliminary) in 9m 2012 ■ Net remittances of US\$1,226 mln in 2012, 5% increase over previous year ■ FDI averaged 10% of GDP in 2003-2011
Support from international community	<ul style="list-style-type: none"> ■ Free Trade Agreements (Official Discussion in progress with the EU; 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 IFIs, the US and EU: US\$2.5bn already disbursed out of the US\$4.5bn Brussels pledge ■ Diversified trade structure across countries and products
Cheap electricity	<ul style="list-style-type: none"> ■ Net electricity exporter since 2007, net electricity importer for more than a decade before 2007; 2011 electricity export reached 1.5 TWH ■ Only 18% of hydropower capacity utilized; 40 hydropower stations are being built/developed ■ Black Sea Transmission Network project envisages construction of new 500kV/400kV line connecting to Turkey. Project commenced in 2009 and is expected to become operational in 2013. BSTN to significantly boost export potential to Turkey, up by 750MW from current capacity
Political environment stabilized	<ul style="list-style-type: none"> ■ Healthy operating environment for business and low tax regime ■ Parliamentary elections in 2012, presidential elections are scheduled for 2013 ■ New constitution passed in May 2010 to enhance governing responsibility of Parliament and reduce the powers of the Presidency ■ Continued economic relationship with Russia <ul style="list-style-type: none"> – Russia began issuing visas to Georgians in March 2009; Georgia abolishes visa requirements for Russians – Direct flights between the two countries resumed in January 2010 – WTO negotiations successfully completed; Georgia, a member of WTO since 2000, allows Russia's access to WTO

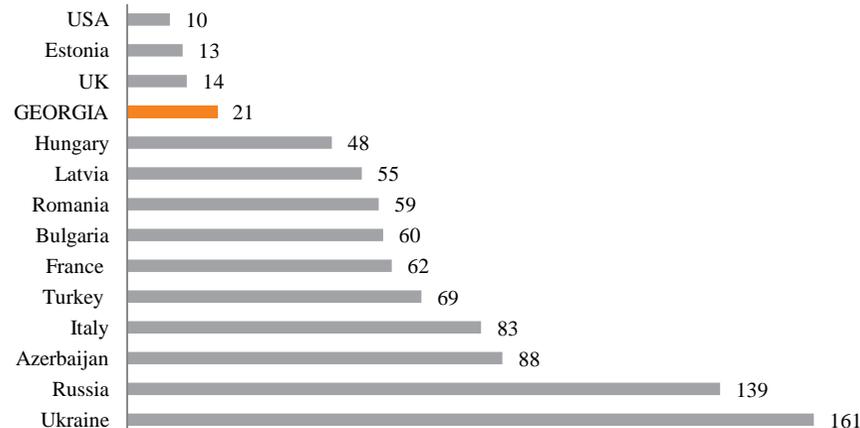
Sources: Geostat, IMF, National Bank of Georgia, Government of Georgia Presentation (Georgia.gov.ge)

Growth oriented reforms

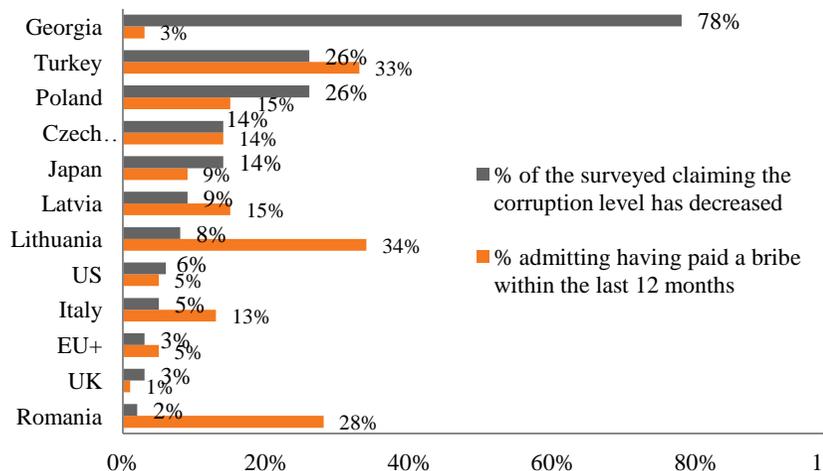
Ease of Doing Business, 2013 (WB-IFC Doing Business Report)



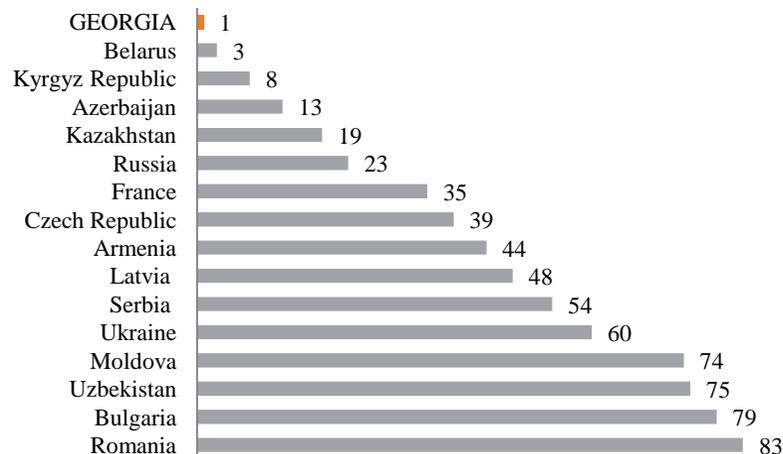
Economic Freedom Index, 2013 (Heritage Foundation)



TI 2010 Global Corruption Barometer



Top Reformers 2005-2011, 2012 (WB-IFC Doing Business Report)



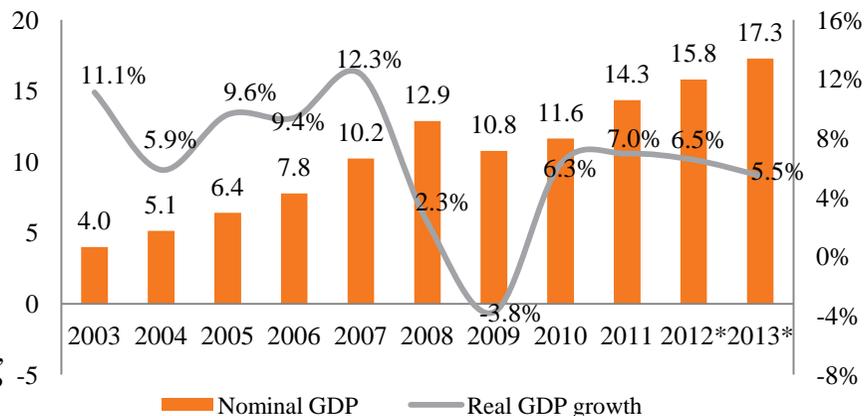
Sources: Transparency International, Heritage Foundation, World Bank

Positive economic outlook

Gross domestic product

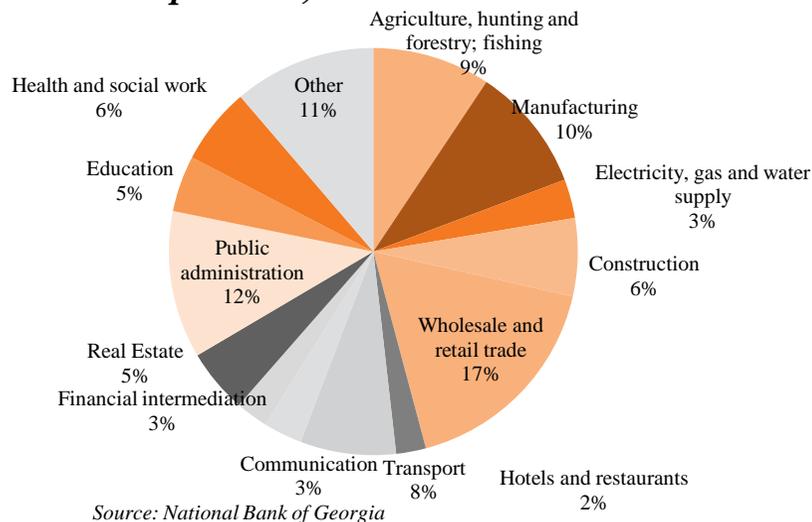
GDP grew at an annual rate of 6.7% in Q1 2012, 8.2% in Q2 2012, 7.5% in Q3 2012 and 2.5% in Q4 2012

In US\$ terms, nominal GDP grew 23.5% y-o-y in 2011



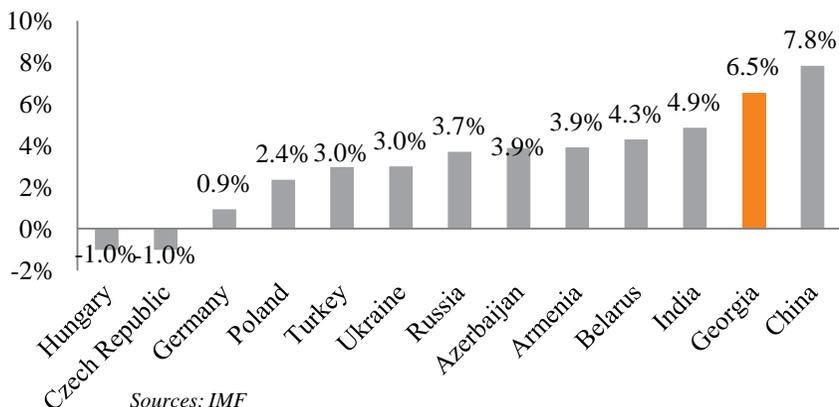
Sources: IMF

GDP composition, 31 December 2011



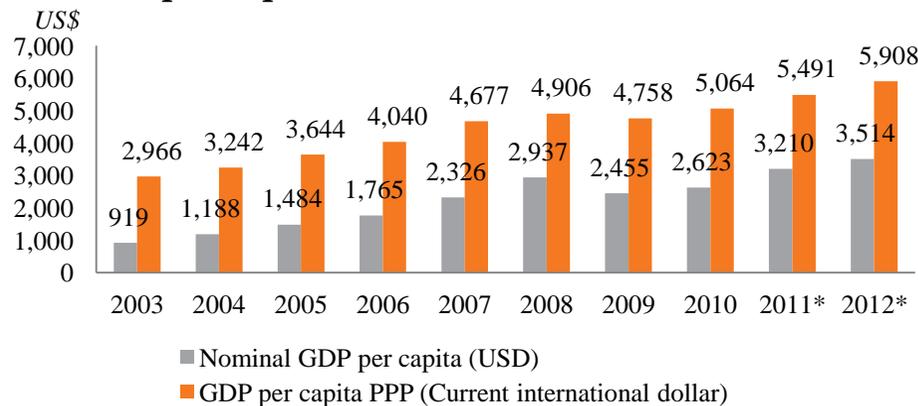
Source: National Bank of Georgia

Real GDP growth in 2012 (estimate)



Sources: IMF
*estimates

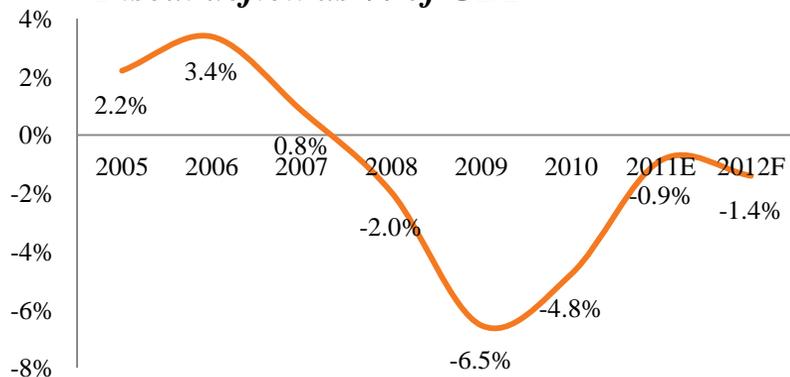
GDP per capita



Sources: IMF

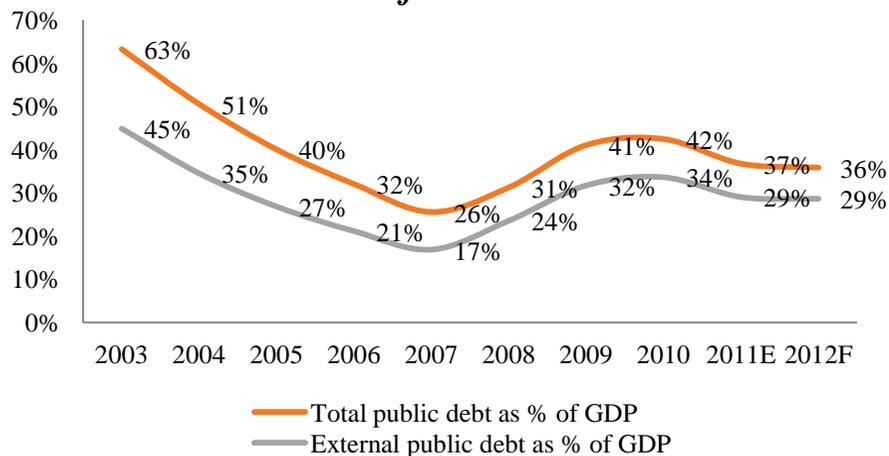
Demonstrated fiscal discipline and low public debt

Fiscal deficit as % of GDP



Source: IMF

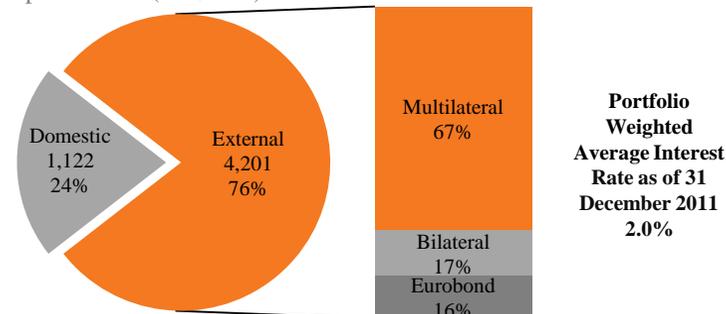
Public debt as % of GDP



Sources: Ministry of Finance of Georgia, Geostat

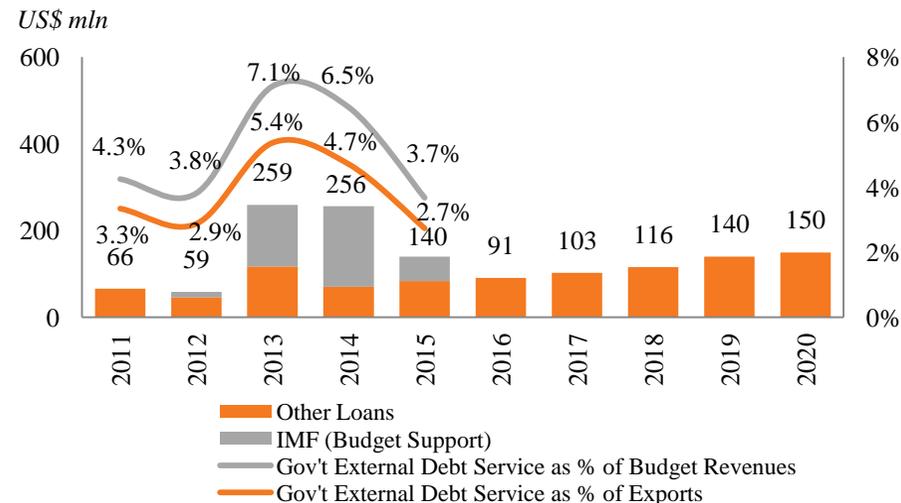
Breakdown of public debt

Affordable public debt stock and very low interest rate on external public debt (US\$ mln)



Source: Ministry of Finance of Georgia

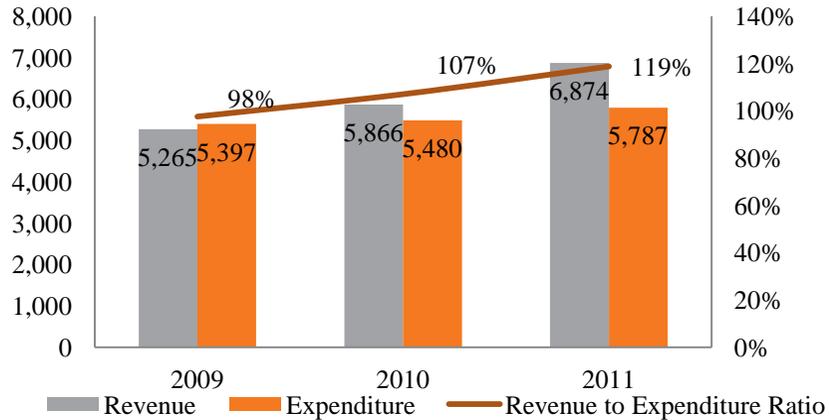
Government external debt service



Source: Ministry of Finance of Georgia

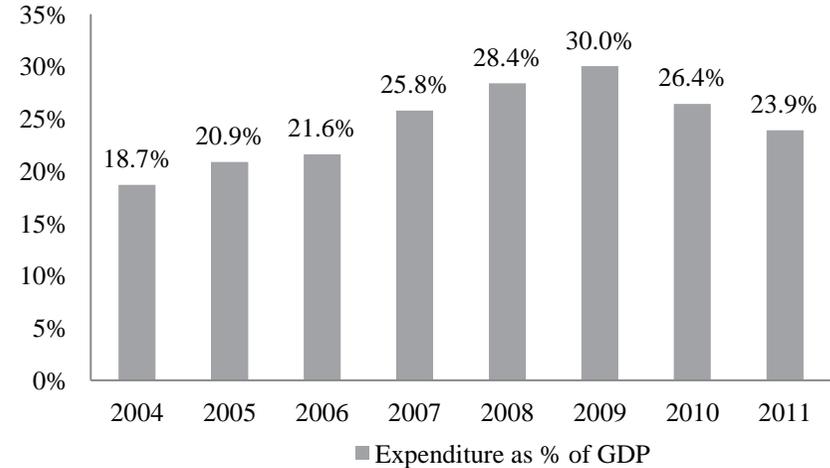
Revenues and expenditures dynamics

Revenues to expenditures



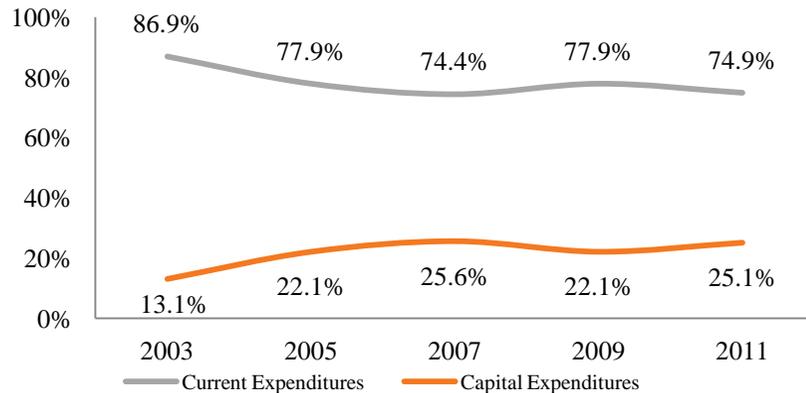
Source: Ministry of Finance

Expenditure as % of GDP



Sources: Ministry of Finance, NBG

Capital vs. current expenditures



Source: Ministry of Finance

Four main sources of capital inflow

FDI inflows



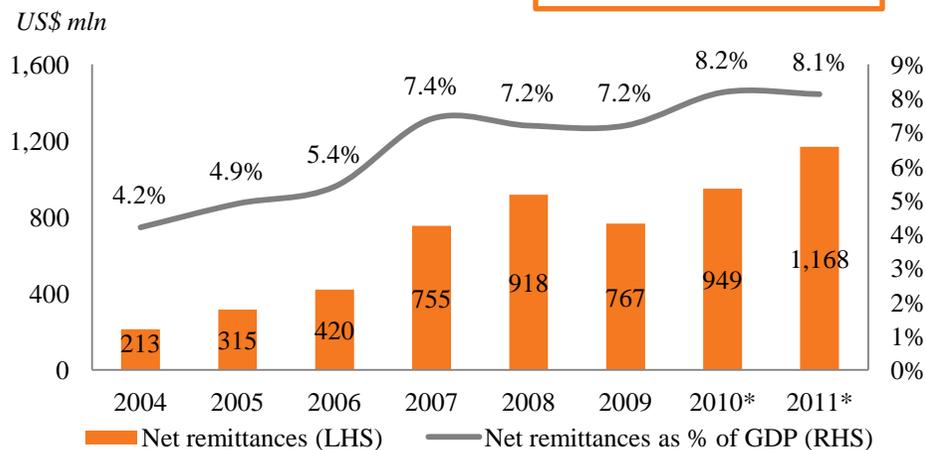
Sources: National Bank of Georgia, Ministry of Finance of Georgia

Number of tourists



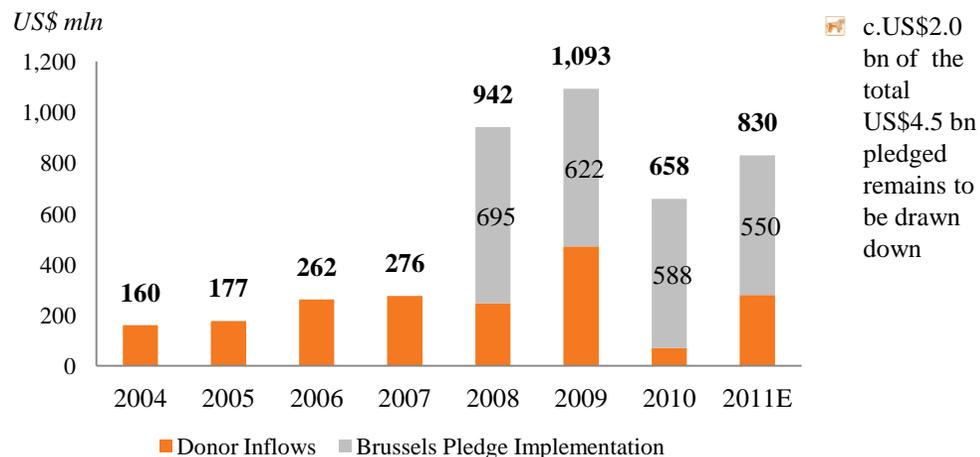
Sources: Georgian National Tourism Agency, National Bank of Georgia

Net remittances



Source: National Bank of Georgia * including remittances through micro finance institutions

Donor inflows

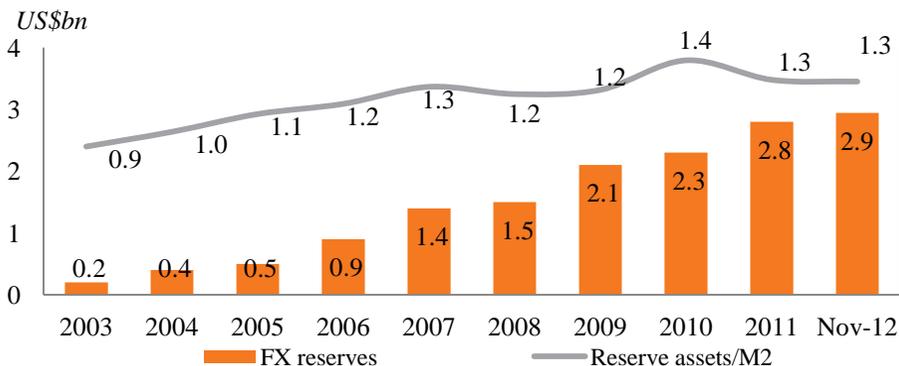


Sources: Ministry of Finance, Bank of Georgia estimates

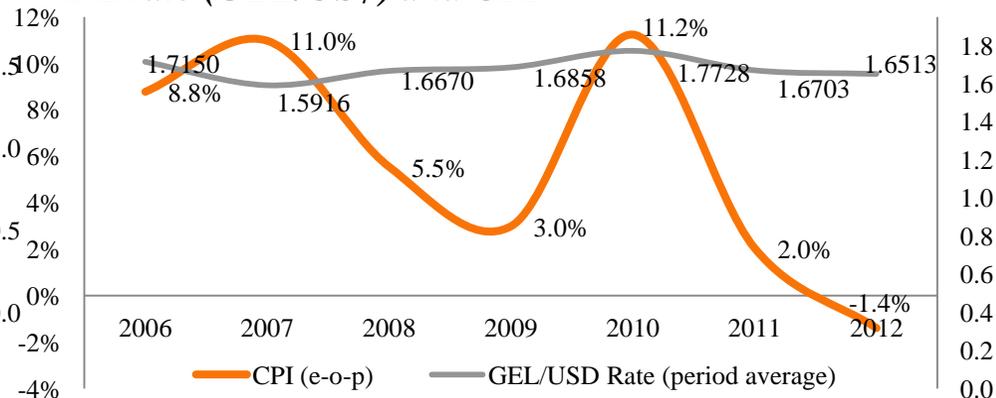
Controllable CAD and strong FDI & donor inflows

High, but well capitalised CAD. Low domestic savings rate at 8.6% of GDP. Remittances and FDI cover CAD.

FX reserves

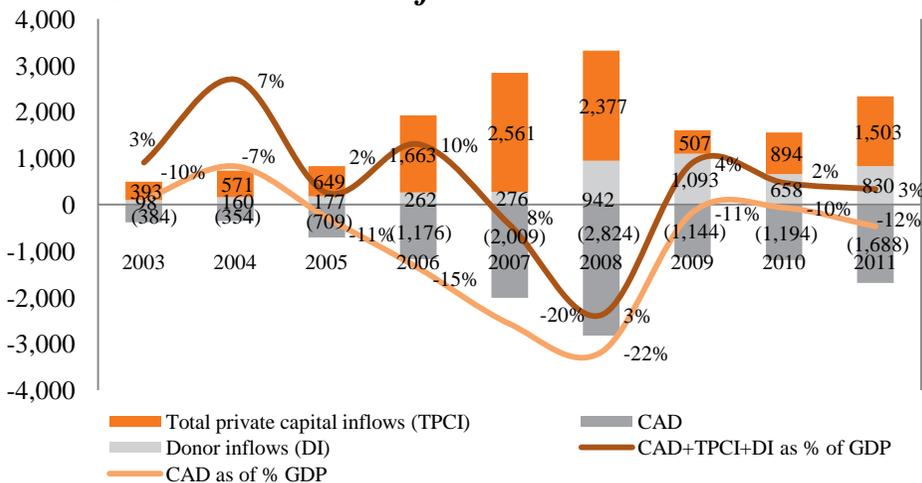


FX rate (GEL/US\$) and CPI



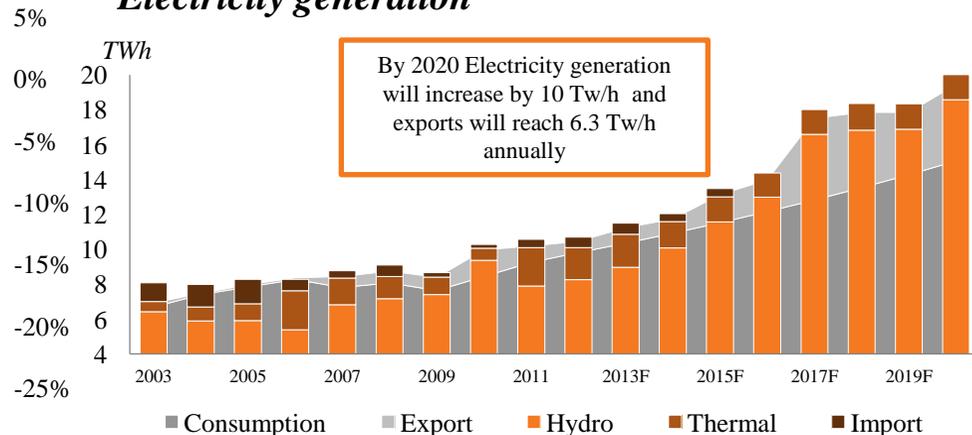
Source: National Bank of Georgia

Current account deficit



Source: National Bank of Georgia

Electricity generation



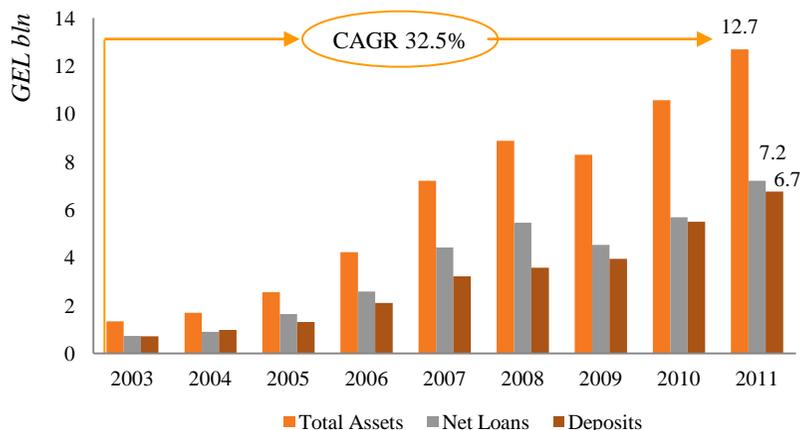
Growing and well capitalised banking sector

Summary

- Prudent regulation ensuring financial stability**
 - Sector total capital ratio (NBG standards) –20%, Basel 26%
 - High level of liquidity requirements from NBG at 30% of liabilities, resulting in banking sector liquid assets to client deposits of 57%
- Resilient banking sector**
 - Demonstrated strong resilience towards both domestic and external shocks* without single bank going bankrupt
 - No nationalization of the banks* and no government ownership since 1995
 - Excess liquidity and excess capital* accumulated by the banking sector to help boost the financing of the economic growth
 - Very low leverage* with retail loans c. 11.6% of GDP and total loans at c. 31.9% of GDP resulting in low number of defaults during the global crisis

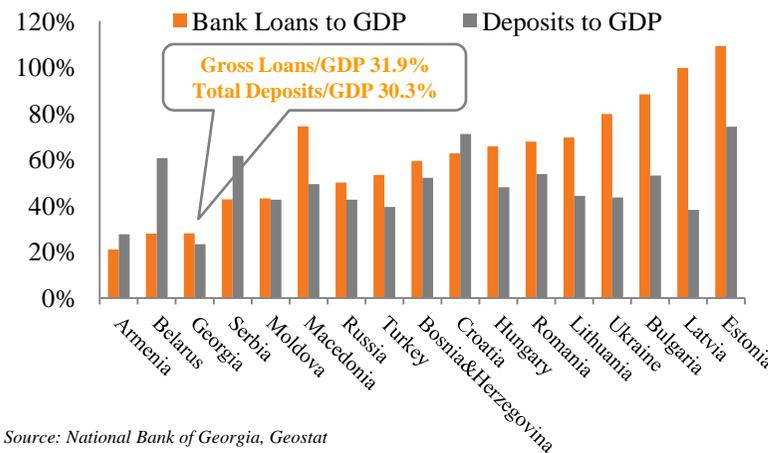
Source: National Bank of Georgia, Geostat

Banking sector assets, loans and deposits as YE2011



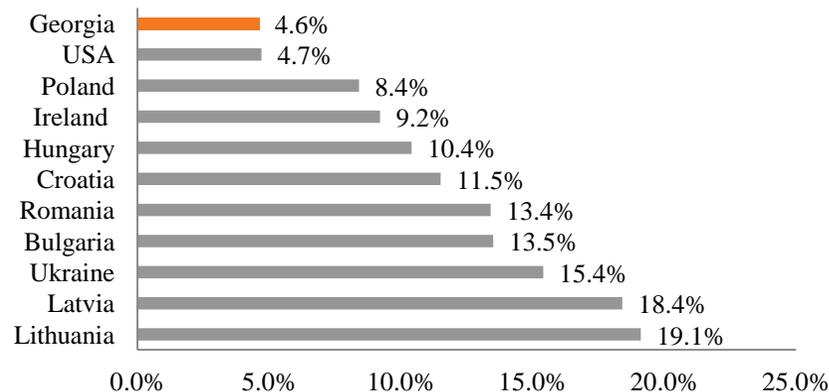
Source: National Bank of Georgia

Bank debt and deposits to GDP as of YE2011



Source: National Bank of Georgia, Geostat

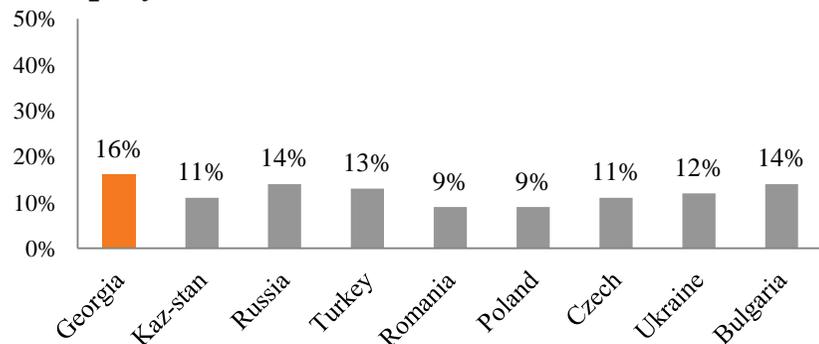
NPLs as % of total loans according to the IMF, lower than the banking sector NIM of c.7% as of YE2011



Source: National Bank of Georgia, IMF

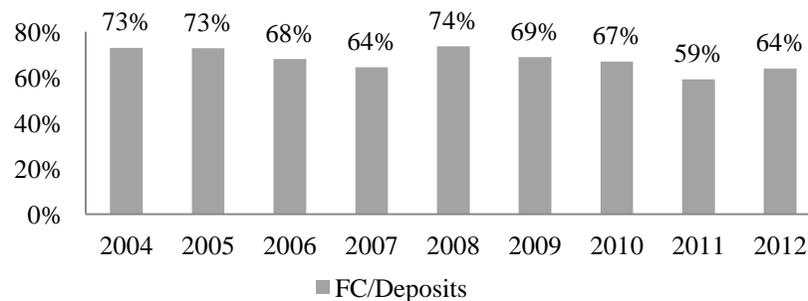
One of the highest level of capital and low debt level compared to other frontier markets

Equity / Assets



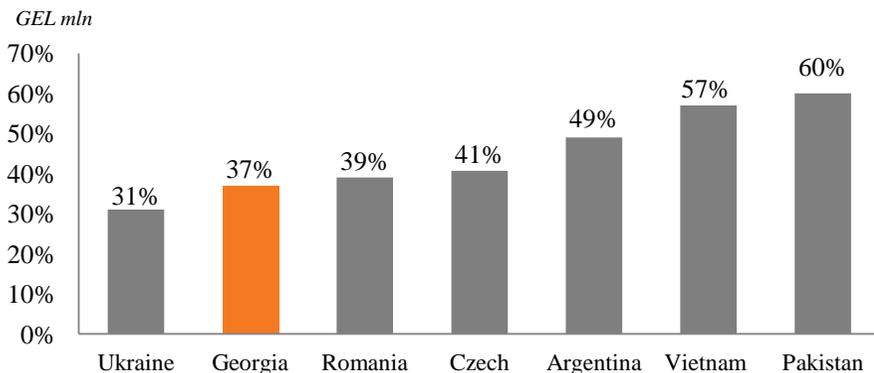
Source: National Bank of Georgia, Citi

Dollarisation



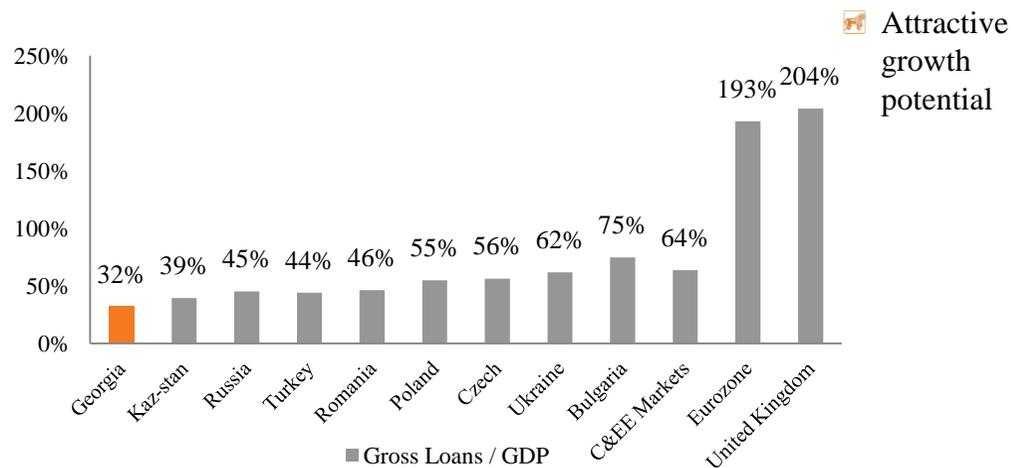
Source: National Bank of Georgia

Public debt / GDP, frontier markets



Sources: Citi, National Bank of Georgia, CIA

Gross Loans / GDP



Sources: National Bank of Georgia, World Bank, Business Monitor

Contents

Bank of Georgia Overview

Georgian Macro Overview

Bank of Georgia Q3 2012 and 9M 2012 Results Overview and Analyses

Business Segment Discussion

Appendices

P&L results highlights

<i>GEL thousands unless otherwise noted</i>	9M 2012 <i>Unaudited</i>	9M 2011 <i>Unaudited</i>	Change Y-O-Y	Q3 2012 <i>Unaudited</i>	Q3 2011 <i>Unaudited</i>	Change Y-O-Y	Q2 2012 <i>Unaudited</i>	Change Q-O-Q
Net interest income	207,578	179,217	15.8%	69,916	63,359	10.3%	76,501	-8.6%
Net fee and commission income	65,365	53,235	22.8%	23,831	19,265	23.7%	21,818	9.2%
Net insurance revenue	21,880	14,160	54.5%	9,922	5,064	95.9%	7,283	36.2%
Net healthcare revenue	16,221	1,146	NMF	7,025	156	NMF	4,419	59.0%
Other operating non-interest income	58,924	70,546	-16.5%	20,287	17,051	19.0%	19,122	6.1%
<i>Other operating non-interest income adjusted for one off gain from BYR hedge</i>	58,924	49,860	18.2%	20,287	16,420	23.6%	19,122	6.1%
Revenue adjusted for one-off gain from BYR hedge	369,967	297,618	24.3%	130,981	104,264	25.6%	129,142	1.4%
Revenue	369,967	318,304	16.2%	130,981	104,896	24.9%	129,142	1.4%
Operating expenses	(167,187)	(156,305)	7.0%	(58,114)	(52,780)	10.1%	(58,754)	-1.1%
Operating income (loss) before cost of credit risk	202,781	161,998	25.2%	72,867	52,115	39.8%	70,388	3.5%
Cost of credit risk	(28,593)	(13,427)	112.9%	(14,645)	(5,165)	183.5%	(6,568)	123.0%
Net operating income	174,188	148,571	17.2%	58,222	46,950	24.0%	63,820	-8.8%
Net non-operating expense*	(15,445)	(19,630)	-21.3%	(3,051)	(927)	NMF	(7,994)	-61.8%
Profit for the period from continuing operations	132,677	113,605	16.8%	46,643	37,613	24.0%	46,331	0.7%
Profit for the period	132,677	101,358	30.9%	46,643	37,613	24.0%	46,276	0.8%
Earnings per share (basic)**	3.94	3.36	17.1%	1.35	1.23	9.6%	1.33	1.3%

* Includes impairment of property and intangible assets, BGH IPO costs, impairment of investment, etc

** EPS calculated using profit for the period from continuing operations attributable to shareholders

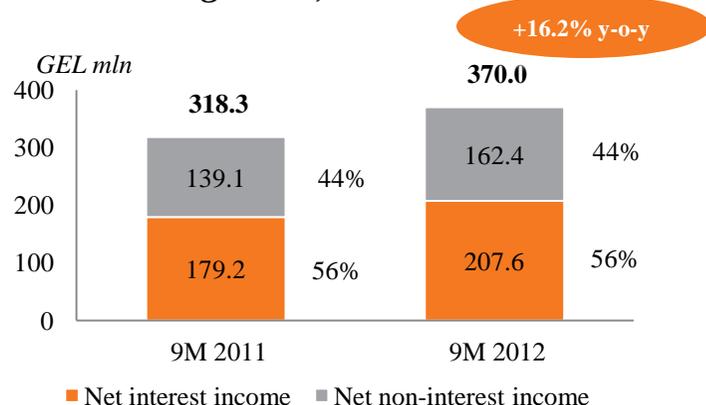
Balance Sheet results highlights

<i>GEL thousands unless otherwise noted</i>	Sep-12 <i>Unaudited</i>	Sep-11 <i>Unaudited</i>	Change Y-O-Y	Dec-11	Change YTD
Net loans to customers*	3,063,390	2,560,696	19.6%	2,616,361	17.1%
Total assets	5,530,517	4,359,408	26.9%	4,665,261	18.5%
Liquid assets	1,530,830	1,147,577	33.4%	1,338,952	14.3%
Liquid assets as percent of total assets	27.7%	26.3%		28.7%	
Liquid assets as percent of total liabilities	33.8%	32.0%		34.8%	
Amounts due to customers, of which:	2,795,794	2,322,935	20.4%	2,735,222	2.2%
<i>Client deposits</i>	2,688,540	2,161,094	24.4%	2,554,084	5.3%
<i>Prommissory notes and CDs issued</i>	107,254	161,841	-33.7%	181,138	-40.8%
Amounts due to credit institutions, of which	1,454,045	1,099,722	32.2%	921,172	57.8%
<i>Borrowed funds</i>	1,091,314	799,530	36.5%	863,004	26.5%
Total liabilities	4,522,569	3,583,739	26.2%	3,852,658	17.4%
Total equity	1,007,948	775,669	29.9%	812,603	24.0%
Book value per share (basic)	28.81	25.16	14.5%	25.98	10.9%
Net loans/customer funds	109.6%	110.2%		95.7%	
NBG liquidity ratio	42.0%	31.2%		37.8%	
BIS Tier I Capital Adequacy Ratio	20.3%	17.9%		19.9%	
Bis Total Capital Adequacy Ratio	25.8%	26.1%		28.5%	
NBG Tier I Capital Adequacy Ratio	13.4%	10.8%		10.5%	
NBG Total Capital Adequacy Ratio	15.9%	15.0%		16.2%	

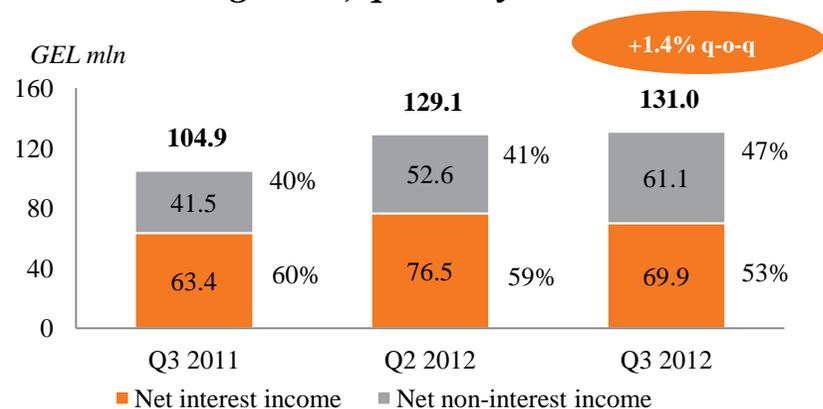
* includes net finance lease receivables

Strong revenue growth

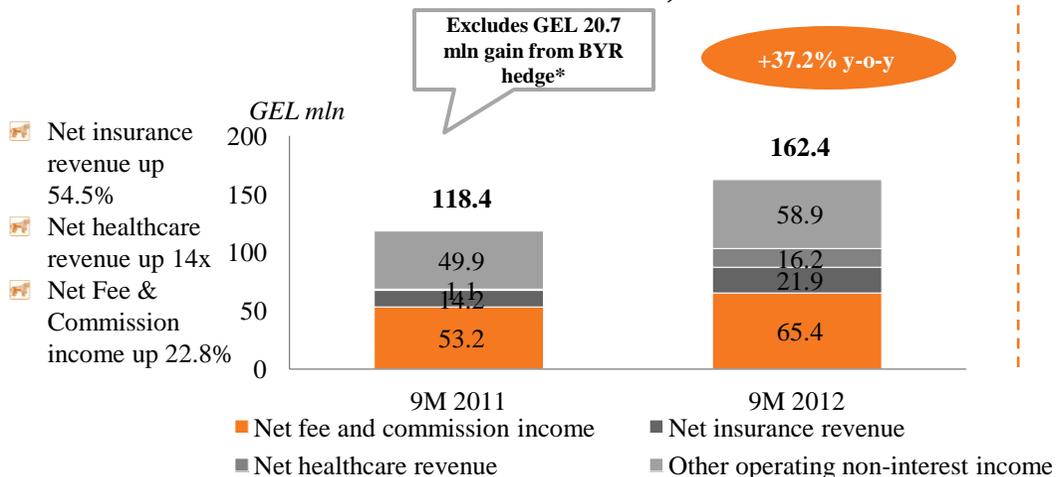
Revenue growth, 9 months



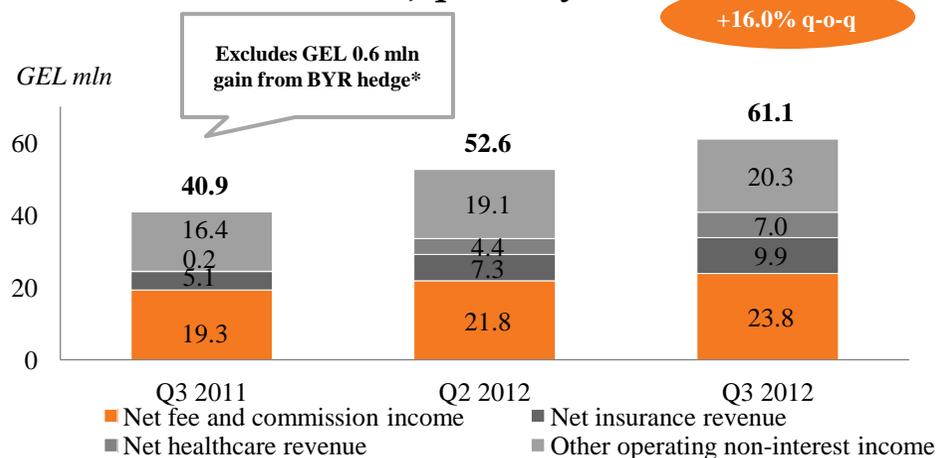
Revenue growth, quarterly



Net non-interest income, 9 months



Net non-interest income, quarterly

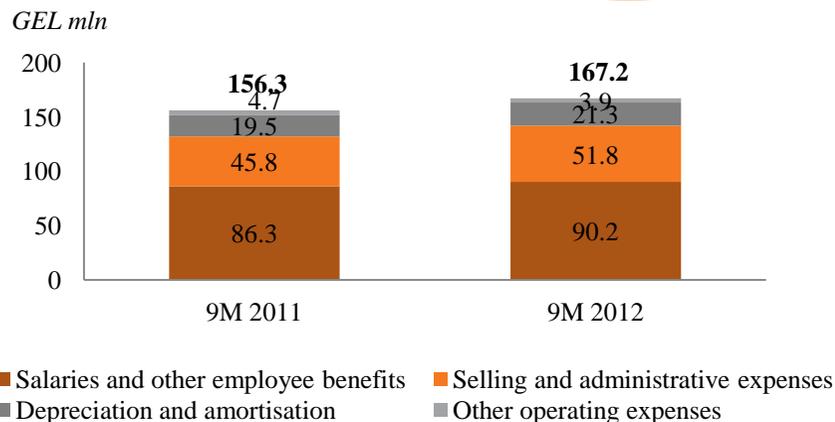


*One-off gain from Belarus currency, BYR, hedge

Strengthening operating leverage as operating costs grow at half the rate of revenue

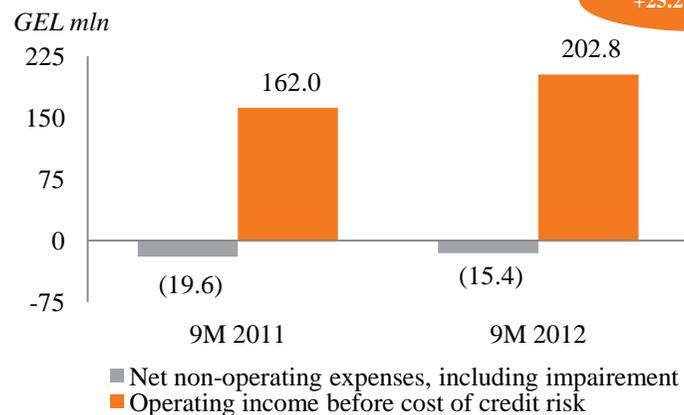
Operating costs, 9 months

+7.0% y-o-y



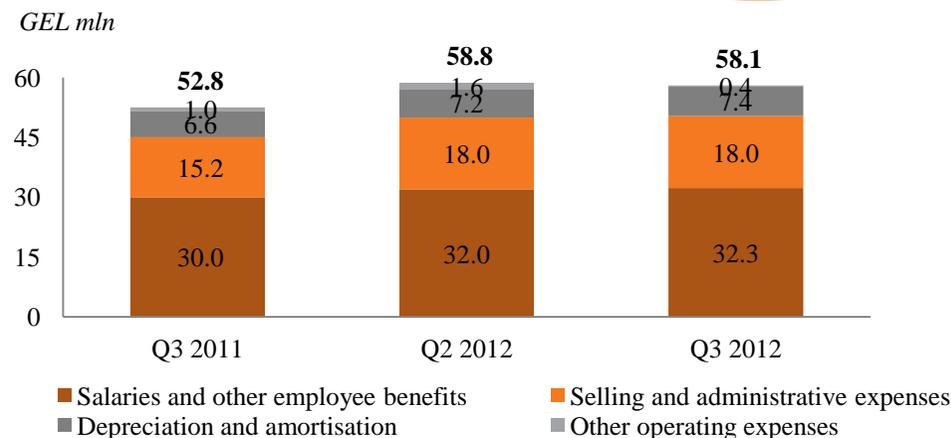
Net non-operating expenses, operating income before cost of credit, 9 months

+25.2% y-o-y



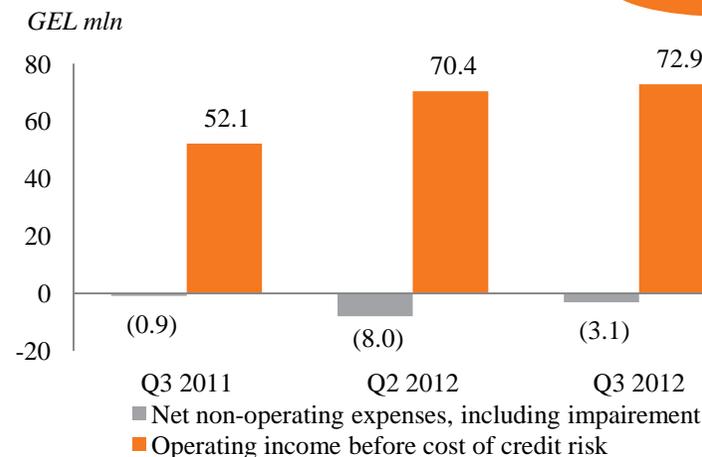
Operating costs, quarterly

-1.1% q-o-q



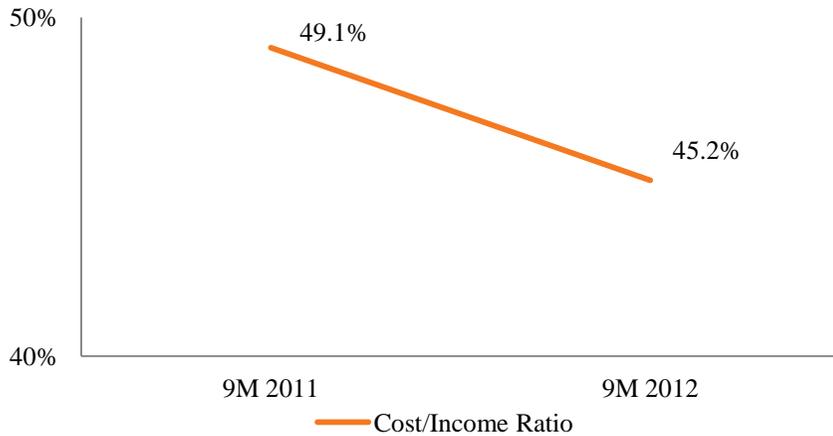
Net non-operating expenses, operating income before cost of credit, quarterly

+3.5% q-o-q

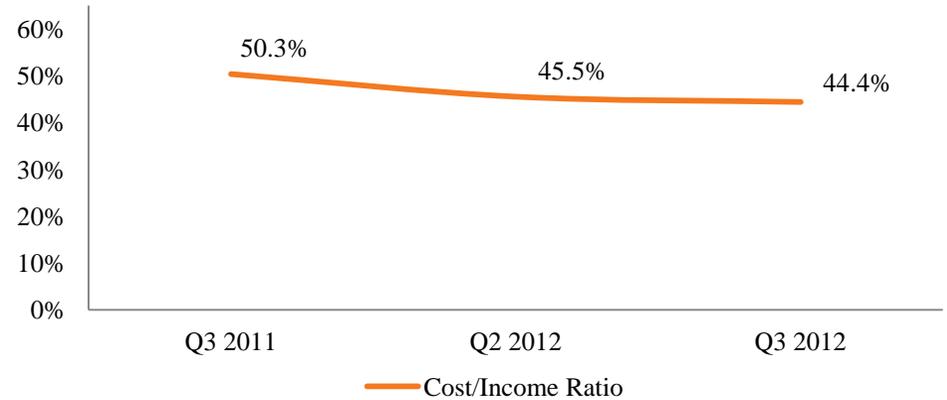


Improving efficiency

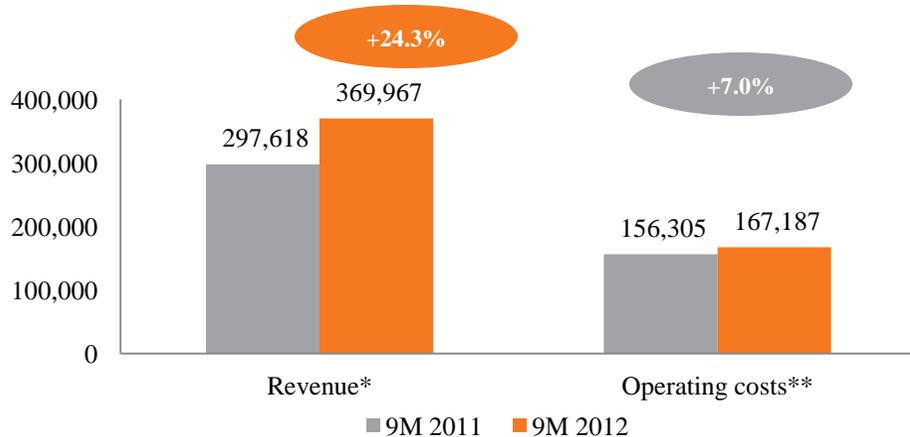
Cost / Income ratio, 9 months



Cost / Income ratio, quarterly



Revenue and operating costs



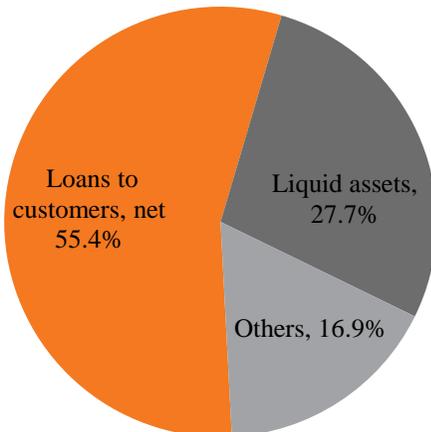
9M 2012 operating leverage of 17.3%

*Excluding one-off gain from Belarus currency, BYR, hedge **Other operating non-interest expenses

Diversified asset structure, consolidated

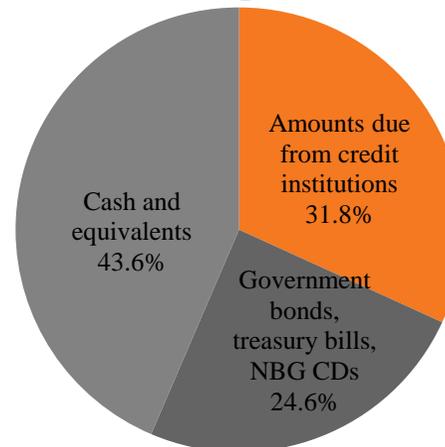
Total asset structure, 30 September 2012

**Total assets:
GEL 5,531 mln**



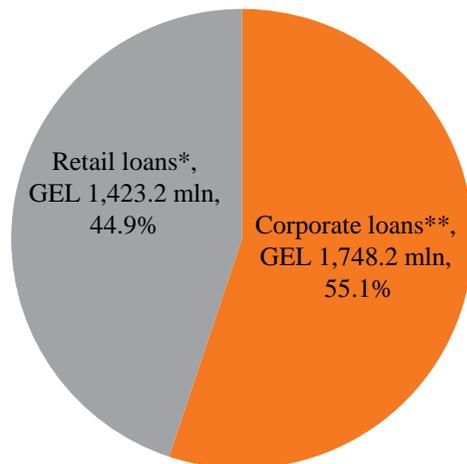
Liquid assets, 30 September 2012

**Liquid assets
GEL 1,531 mln,
27.7% of total
assets and 33.8%
of total liabilities**

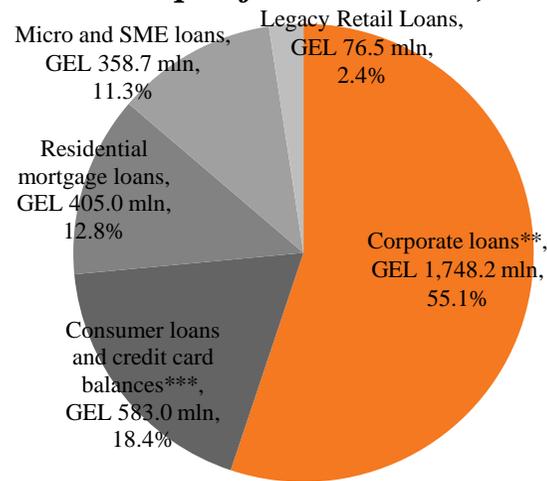


Gross loans breakdown, 30 September 2012

**Total gross
loans:
GEL 3,171 mln**



Gross loan portfolio structure, 30 September 2012



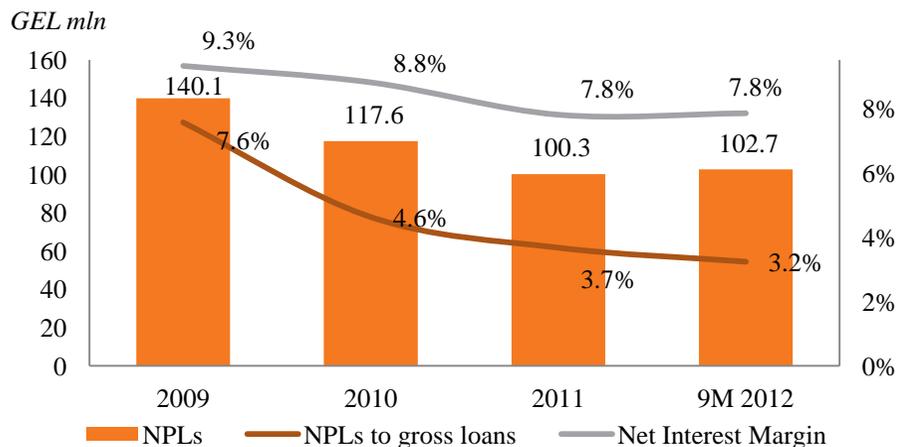
* Retail loans include consumer loans, residential mortgage loans, micro and SME loans, legacy retail loans and credit card balances

**includes BNB loans and Finance lease receivable

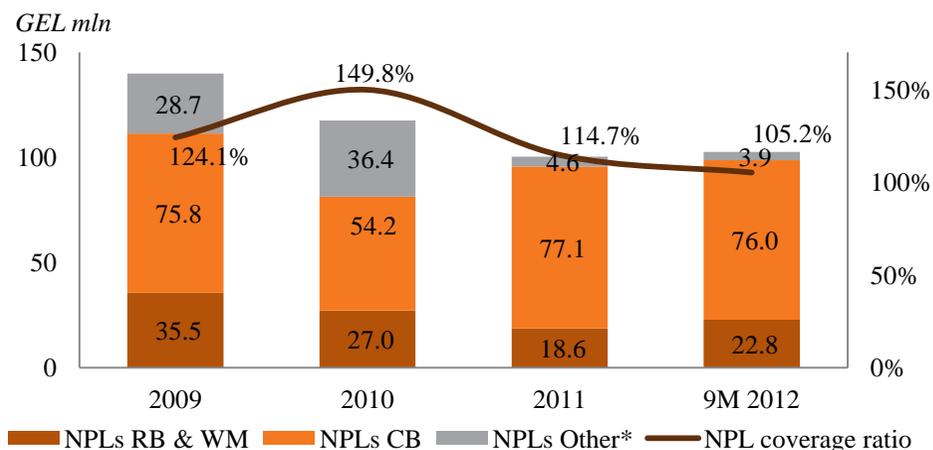
*** Credit card balances of GEL 135.7 million included, 4.3% of total loan book

Loan portfolio quality improving

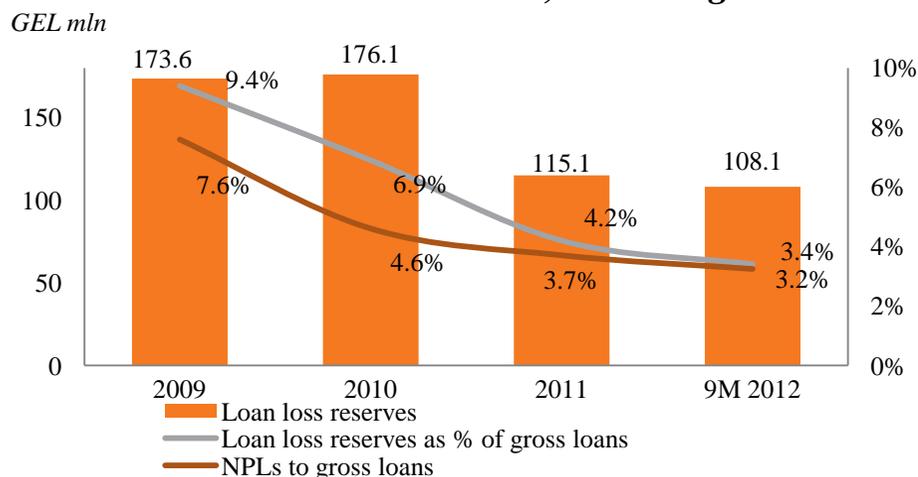
Consolidated NPLs



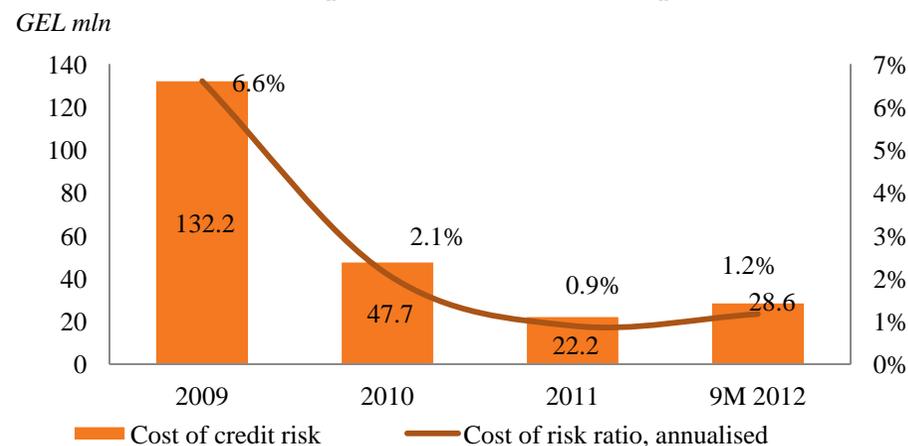
Consolidated NPL composition & coverage ratio



Consolidated loan loss reserve, NPLs to gross loans



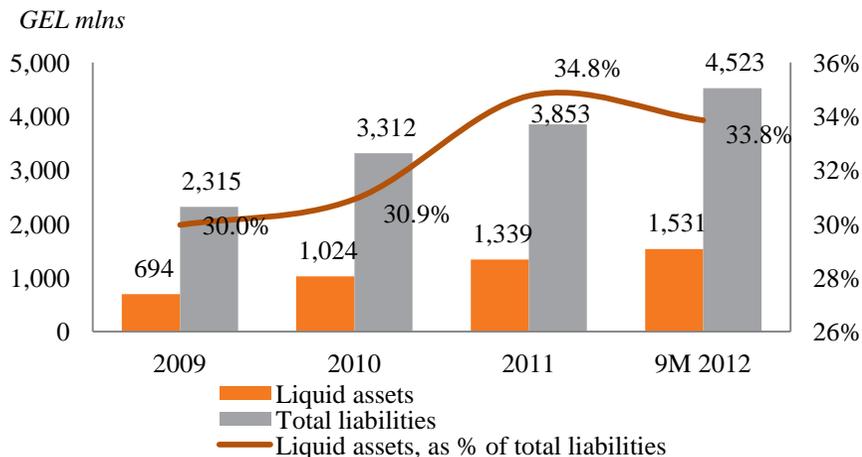
Consolidated cost of credit risk & cost of risk ratio



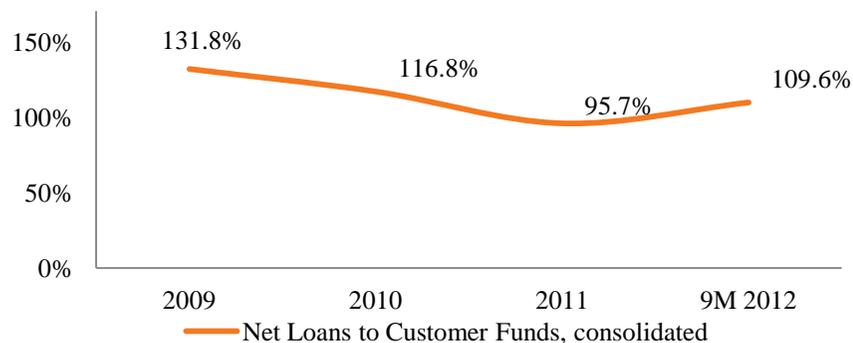
* Other NPLs include BNB and BG Bank

Strong liquidity

Liquid assets to total liabilities



Net loans to customer funds



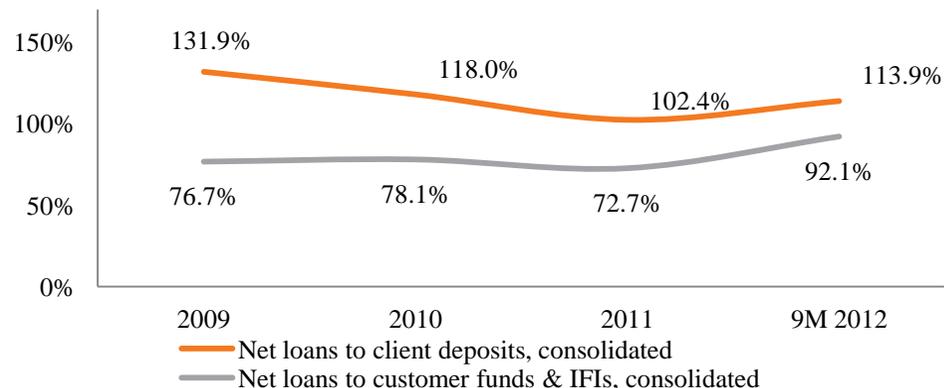
NBG liquidity ratio

Bank Standalone, GEL mln

NBG Liquidity Ratio

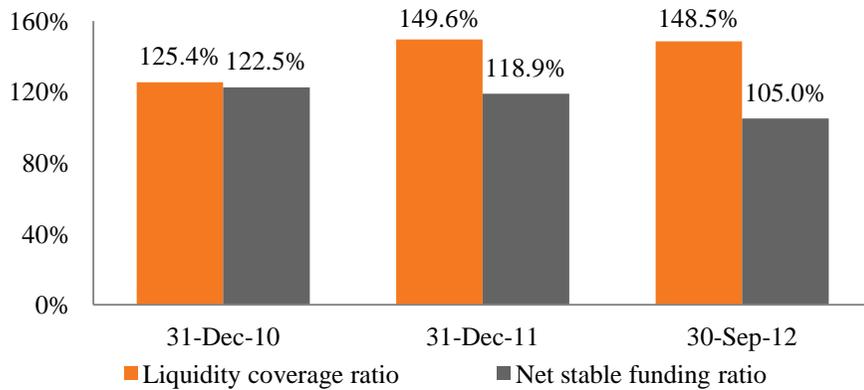
	30-Sep-12	31-Dec-11	31-Dec-10
Liquid Assets (NBG)	1,463	1,242	790
Liabilities (NBG)	3,484	3,286	2,279
Liquid Assets / Liabilities \geq 30%	42.0%	37.8%	34.7%
Excess liquidity	418	256	106

Net loans to client deposits and net loans to customer funds & IFIs



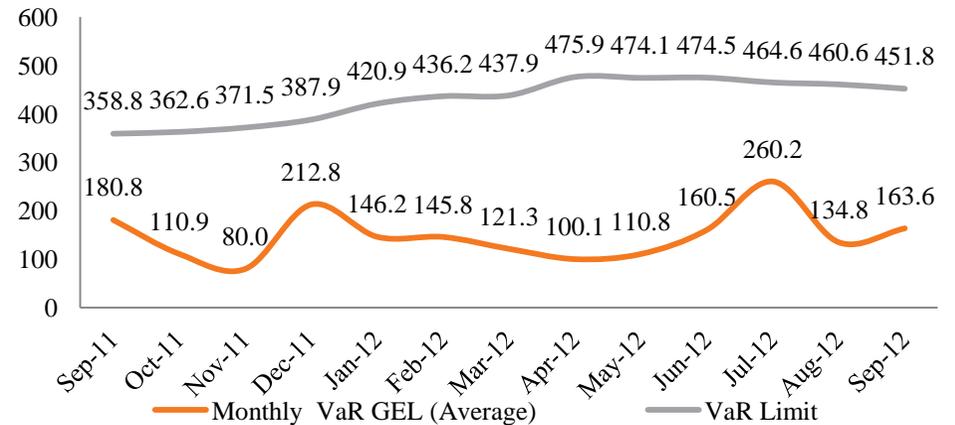
Strong liquidity

Liquidity coverage ratio & net stable funding ratio



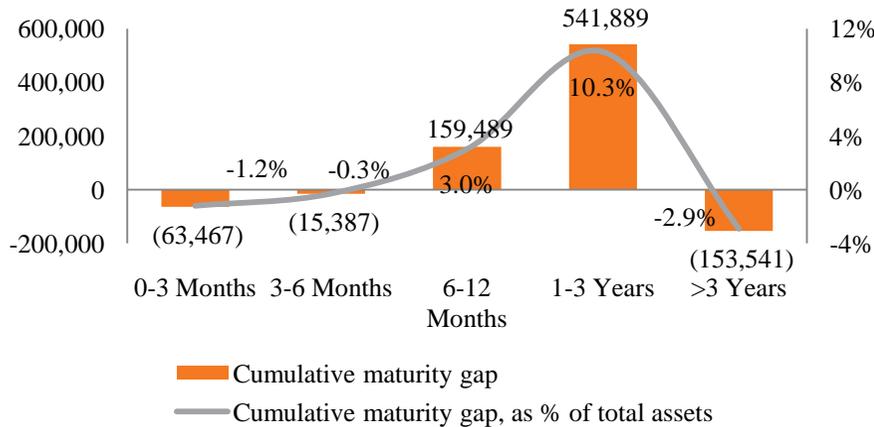
Foreign currency monthly VaR analysis

GEL mln



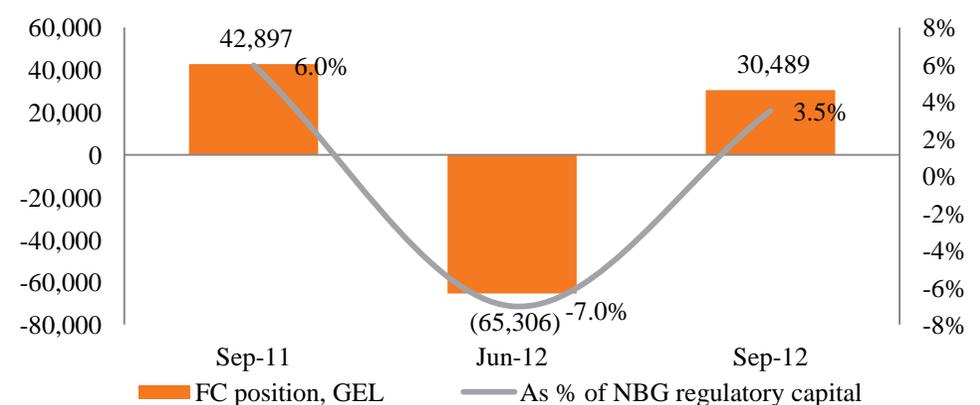
Maturity gap

GEL '000s



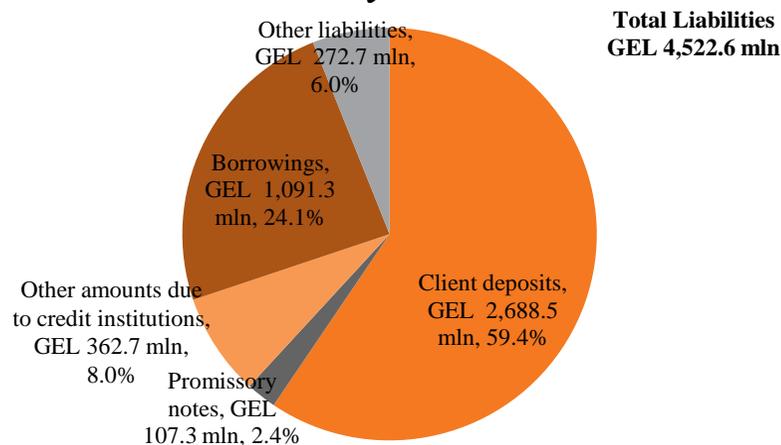
Open currency position

GEL '000s

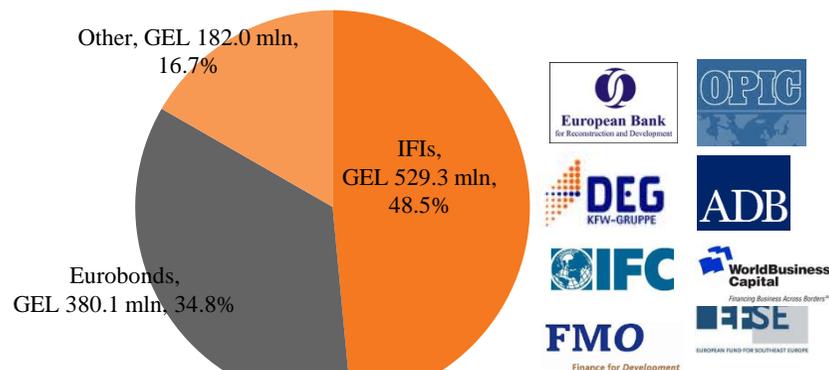


Funding structure is well-balanced

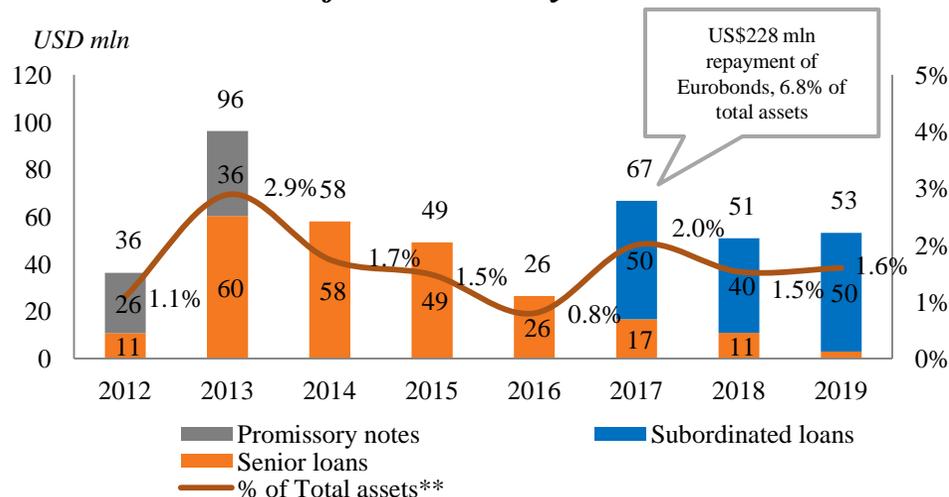
Liability structure



Well diversified international borrowings



Borrowed funds maturity breakdown*



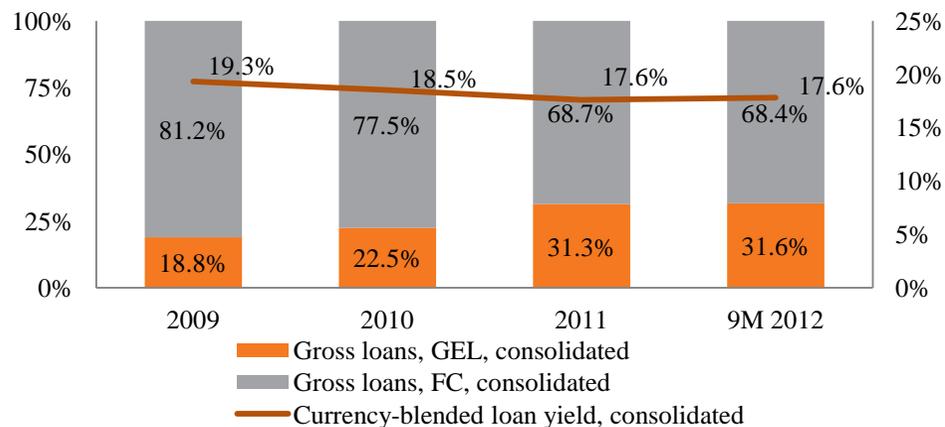
Amounts due to credit institutions

- The Bank has a well-balanced funding structure with 62% of total liabilities coming from customer funds, 12% from International Financial Institutions (IFIs) and 8% from Eurobonds, as of 30 September 2012
- The Bank has also been able to secure favorable financing from reputable international commercial sources, as well as IFIs, such as EBRD, IFC, DEG, Asian Development Bank, etc.
- As of 30 September 2012, US\$98.9 mln undrawn facilities from IFIs with five to six year maturities

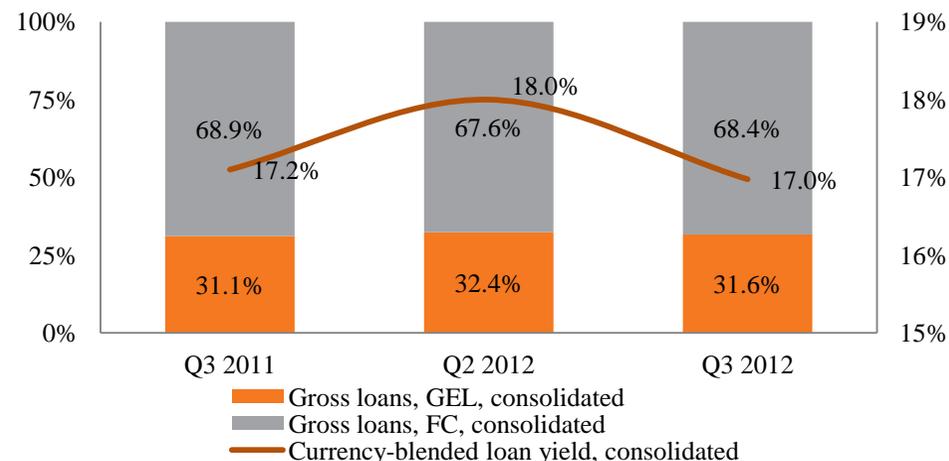
* Consolidated, converted at GEL/US\$ exchange rate of 1.6593 as of 30 September 2012
 ** Total Assets as of 30 September 2012

Yield dynamics

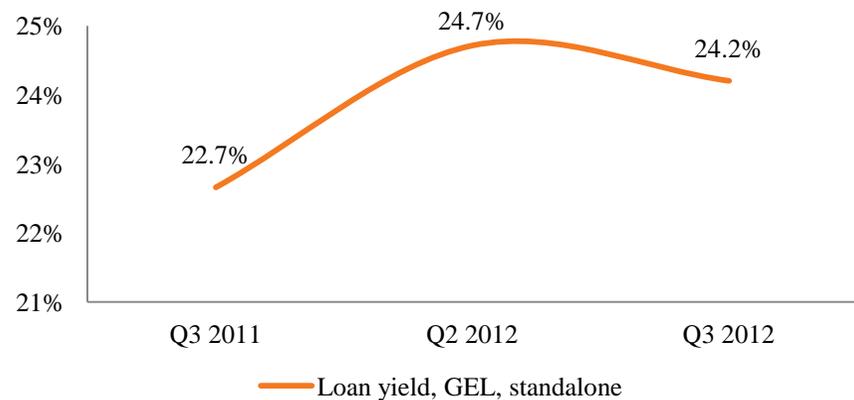
Loan yields, annual



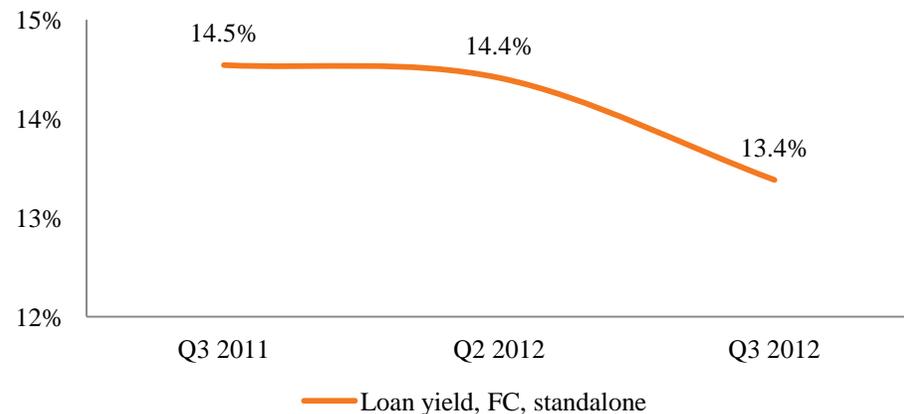
Loan yields, quarterly



Loan yields, GEL, quarterly



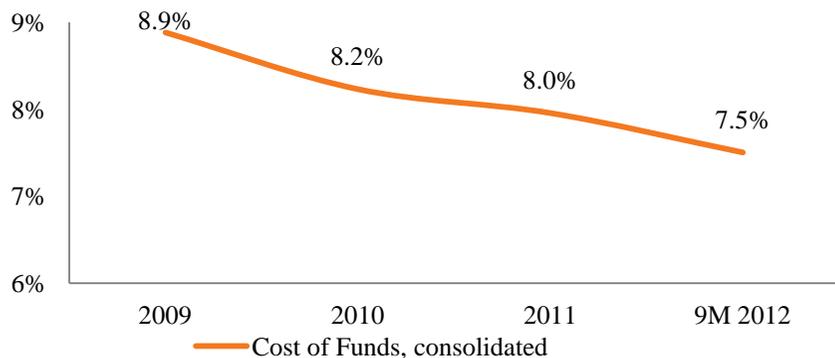
Loan yields, foreign currency, quarterly



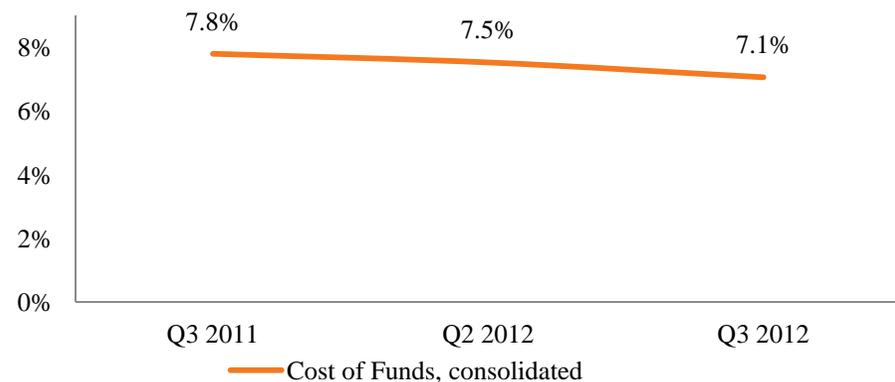
Loan yields excluding provisions

Cost of funds and loans to deposits

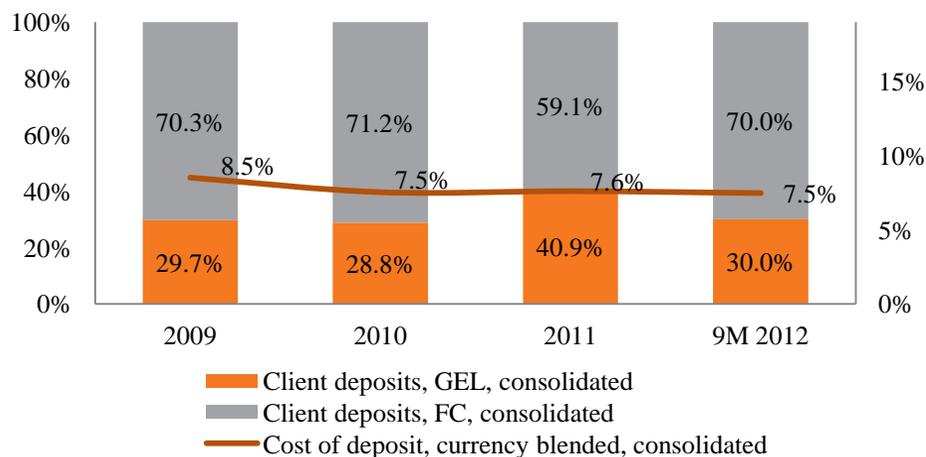
Cost of Funds, annual



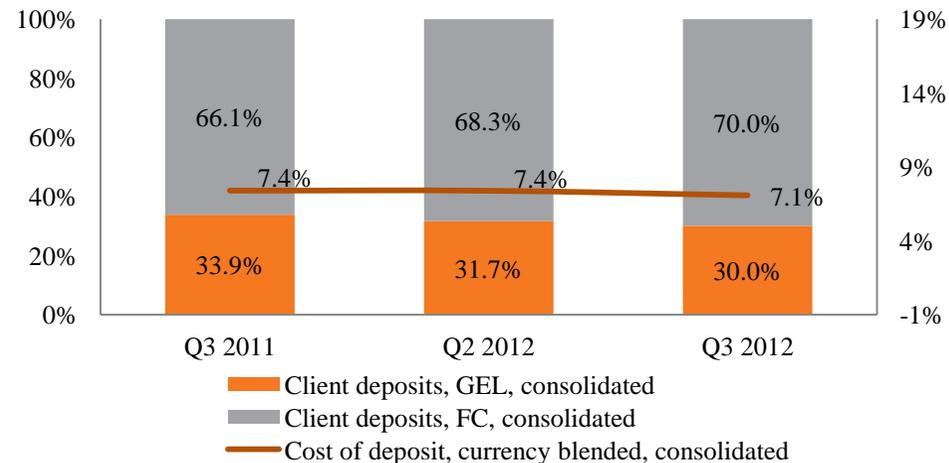
Cost of Funds, quarterly



Cost of client deposits, annual



Cost of client deposits, quarterly

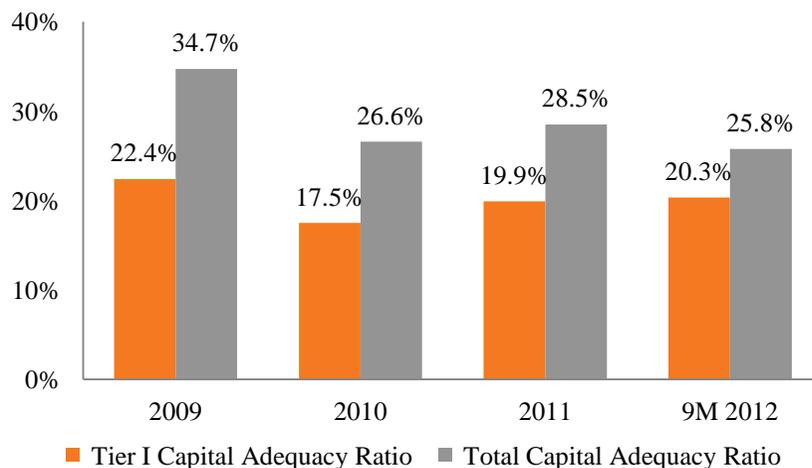


Excellent capital adequacy position

BIS capital adequacy ratios, consolidated

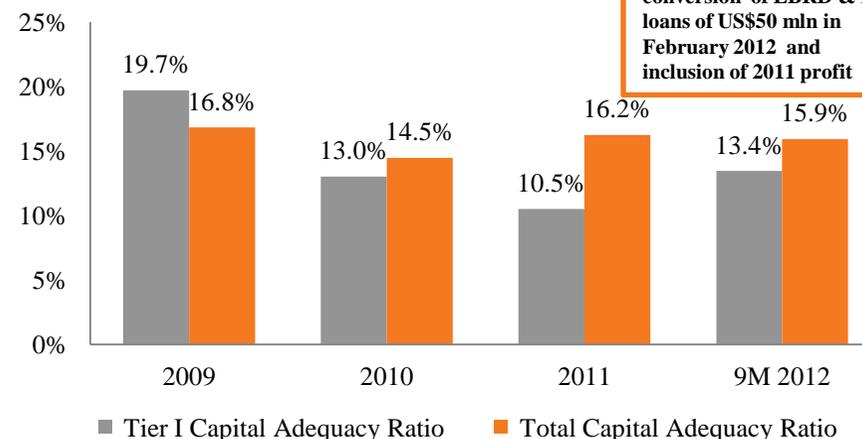
Risk weighting of FX denominated loans at 175% according to the National Bank of Georgia standards

NBG requires that investments in subsidiaries of more than 50% to be deducted from Total Capital

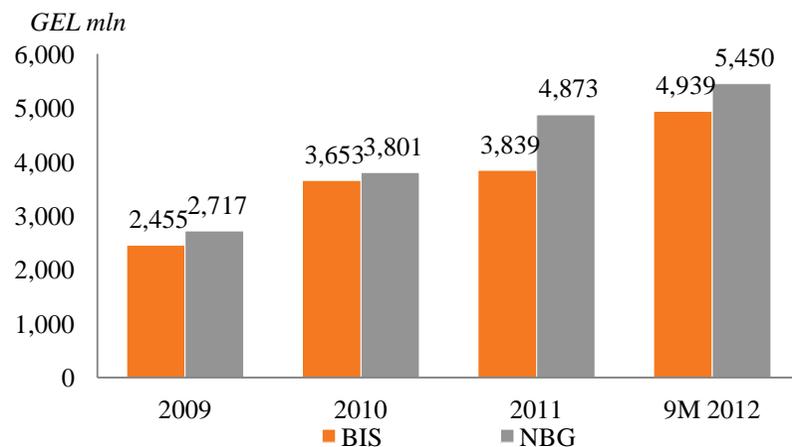


NBG capital adequacy ratios, standalone

Tier I Ratio grew due to the conversion of EBRD & IFC loans of US\$50 mln in February 2012 and inclusion of 2011 profit



Risk-weighted assets BIS vs. NBG



NBG Tier I Capital and Total Capital

GEL mln	9M 2012	YE 2011	Change
Tier I Capital (Core)	732.5	512.2	43.0%
Tier 2 Capital (Supplementary)	391.4	463.8	-15.6%
Less: Deductions	(256.5)	(184.3)	39.2%
Total Capital	867.4	791.7	9.6%
Risk weighted assets	5,449.6	4,872.9	11.8%
Tier 1 Capital ratio	13.4%	10.5%	
Total Capital ratio	15.9%	16.2%	

Contents

Bank of Georgia Overview

Georgian Macro Overview

Bank of Georgia Q3 2012 and 9M 2012 Results Overview and Analyses

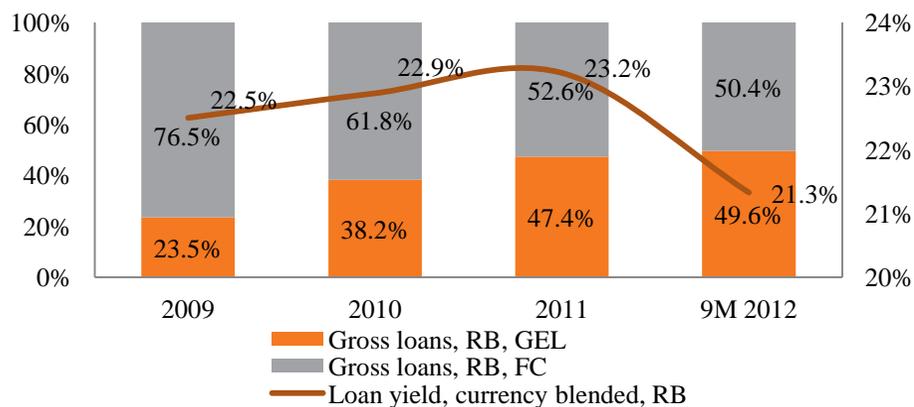
Business Segment Discussion

Appendices

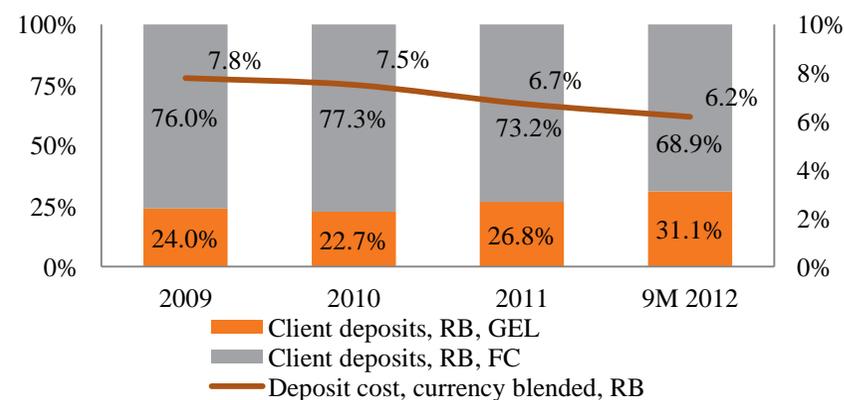
Retail Banking (RB): Strong growth of revenue, loans and deposits, deposit rate cuts

<i>GEL thousands unless otherwise stated</i>	9M 2012	9M 2011	Change Y-O-Y	Q3 2012	Q3 2011	Change Y-O-Y	Q2 2012	Change Q-O-Q
Net interest income	126,679	105,772	19.8%	43,523	37,699	15.4%	44,187	-1.5%
Net fees and commission income	39,175	35,893	9.1%	13,977	13,373	4.5%	13,491	3.6%
Net gains from foreign currencies	10,954	9,532	14.9%	4,725	3,573	32.2%	3,271	44.4%
Other operating non-interest income	3,367	1,921	75.3%	339	-	NMF	2,263	-85.0%
Operating income from other segments	2,195	1,244	76.4%	854	517	65.2%	902	-5.3%
Revenue	182,369	154,362	18.1%	63,418	55,162	15.0%	64,113	-1.1%
Other operating non-interest expenses	82,028	80,885	1.4%	26,766	27,287	-1.9%	28,854	-7.2%
Operating income before cost of credit risk	100,341	73,477	36.6%	36,652	27,874	31.5%	35,259	4.0%
Cost of credit risk	23,257	(2,680)	NMF	12,050	1,733	NMF	6,511	85.1%
Net non-operating expenses (income)	5,120	(4,923)	NMF	1,251	(1,538)	NMF	2,163	-42.2%
Profit before income tax expense	71,964	81,080	-11.2%	23,352	27,679	-15.6%	26,584	-12.2%
Net loans, standalone	1,317,506	1,159,861	13.6%	1,317,506	1,159,861	13.6%	1,260,715	4.5%
Client deposits, standalone	745,109	685,935	8.6%	745,109	685,935	8.6%	734,885	1.4%
<i>Loan yield</i>	21.3%	21.3%		21.7%	20.6%		21.8%	
<i>Cost of deposits</i>	6.2%	6.7%		5.9%	6.3%		6.2%	
<i>Cost / income ratio</i>	45.0%	52.4%		42.2%	49.5%		45.0%	

Retail Banking loan yields

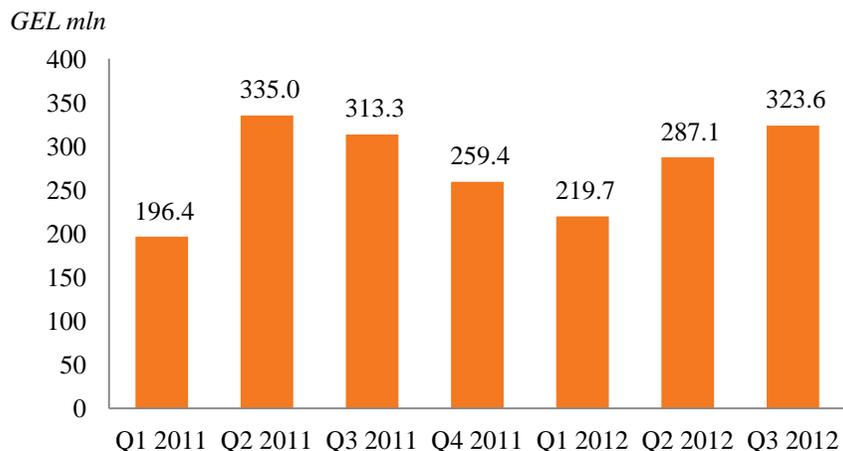


Retail Banking deposit costs



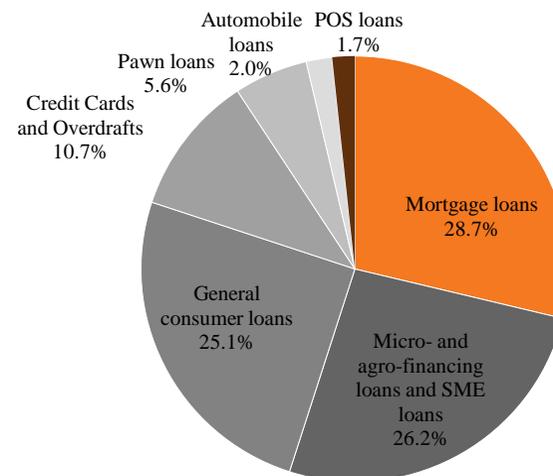
Retail Banking (RB) – No. 1 retail bank in Georgia

Retail Bank loans originated

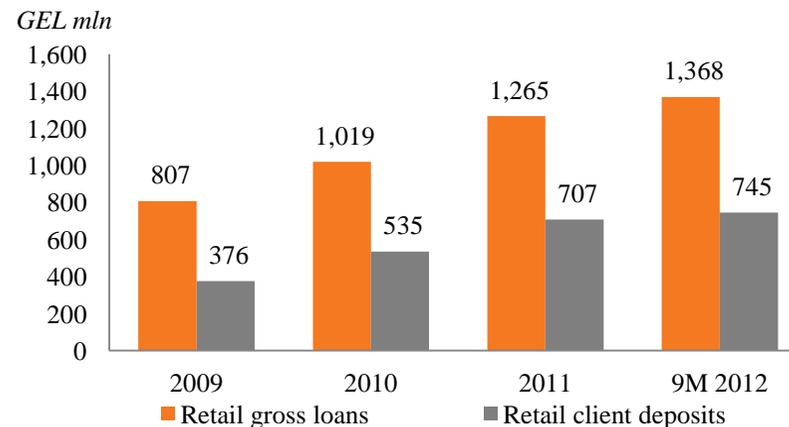


Retail Bank gross loan portfolio, 30 September 2012

Total retail gross loans:
GEL 1,368 mln



Retail gross loans and deposits growth



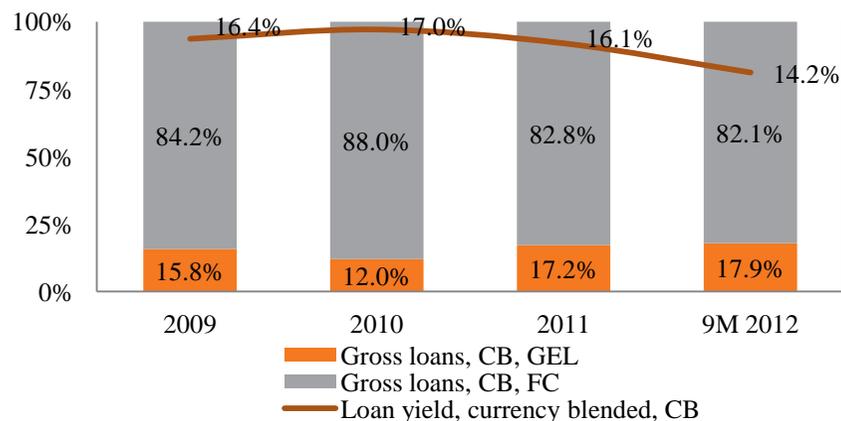
Volumes are in GEL millions

	9M 2012	% of clients	2011	2010	2009
Number of total Retail clients, of which	979,767	-	888,794	823,859	806,473
Number of Solo clients ("Premier Banking")	4,697	-	3,728	2,303	87
Consumer loans & other outstanding, volume	470.4	-	428.2	285.4	234.8
Consumer loans & other outstanding, number	402,641	41.1%	342,652	265,212	241,199
Mortgage loans outstanding, volume	393.2	-	375.0	370.6	341.1
Mortgage loans outstanding, number	9,917	1.0%	9,162	8,434	7,900
Micro & SME loans outstanding, volume	358.5	-	318.5	238.3	98.9
Micro & SME loans outstanding, number	10,901	1.1%	9,861	8,360	5,879
Credit cards and overdrafts outstanding, volume	146.0	-	143.3	124.3	131.9
Credit cards and overdrafts outstanding, number	136,197	13.9%	131,119	121,444	139,742
Credit cards outstanding, number, of which:	130,102	13.3%	127,820	106,809	77,330
American Express cards	99,217	10.1%	97,100	55,200	2,000

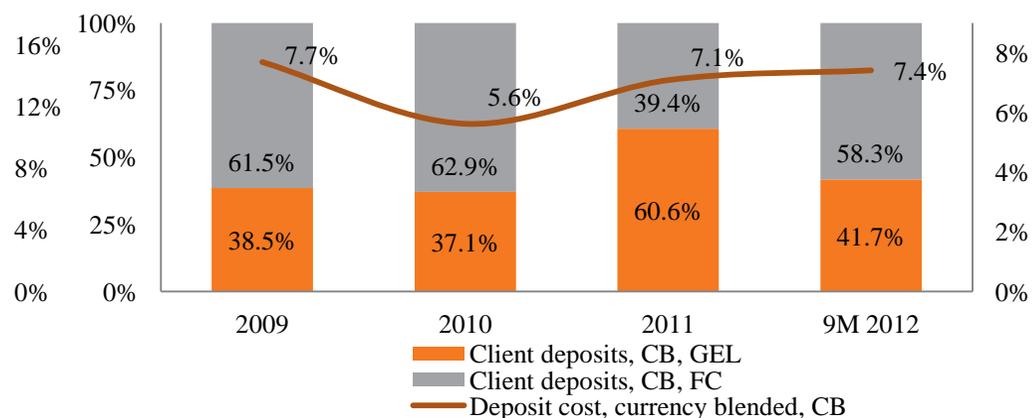
Corporate Banking (CB): Improved efficiency

<i>GEL thousands unless otherwise stated</i>	9M 2012	9M 2011	Change Y-O-Y	Q3 2012	Q3 2011	Change Y-O-Y	Q2 2012	Change Q-O-Q
Net interest income	61,524	58,766	4.7%	18,345	20,098	-8.7%	25,363	-27.7%
Net fees and commission income	23,298	14,220	63.8%	8,411	5,010	67.9%	7,805	7.8%
Net gains from foreign currencies	23,464	20,699	13.4%	7,430	5,997	23.9%	7,671	-3.1%
Other operating non-interest income	2,403	2,810	-14.5%	841	1,323	-36.4%	1,100	-23.6%
Operating income from other segments	4,427	6,852	-35.4%	4,115	2,055	100.2%	332	NMF
Revenue	115,116	103,347	11.4%	39,141	34,483	13.5%	42,272	-7.4%
Other operating non-interest expenses	38,932	39,763	-2.1%	13,481	13,217	2.0%	14,217	-5.2%
Operating income before cost of credit risk	76,184	63,584	19.8%	25,661	21,267	20.7%	28,055	-8.5%
Cost of credit risk	3,035	19,658	-84.6%	1,494	10,701	-86.0%	284	NMF
Net non-operating expenses (income)	6,196	(3,273)	NMF	1,627	(1,842)	NMF	1,036	56.9%
Profit before income tax expense	66,953	47,199	41.9%	22,540	12,407	81.7%	26,734	-15.7%
Net loans, standalone	1,709,096	1,386,649	23.3%	1,709,096	1,386,649	23.3%	1,650,487	3.6%
Client deposits, standalone	1,327,008	1,112,743	19.3%	1,327,008	1,112,743	19.3%	1,467,251	-9.6%
<i>Loan yield</i>	14.2%	14.5%		13.2%	14.0%		14.9%	
<i>Cost of deposits</i>	7.4%	6.9%		6.8%	7.1%		7.3%	
<i>Cost / income ratio</i>	33.8%	38.5%		34.4%	38.3%		33.6%	

Corporate Banking loan yields



Corporate Banking deposit costs



Corporate Banking (CB): Strong growth of the diversified CB loan book

Integrated client coverage in the following key sectors

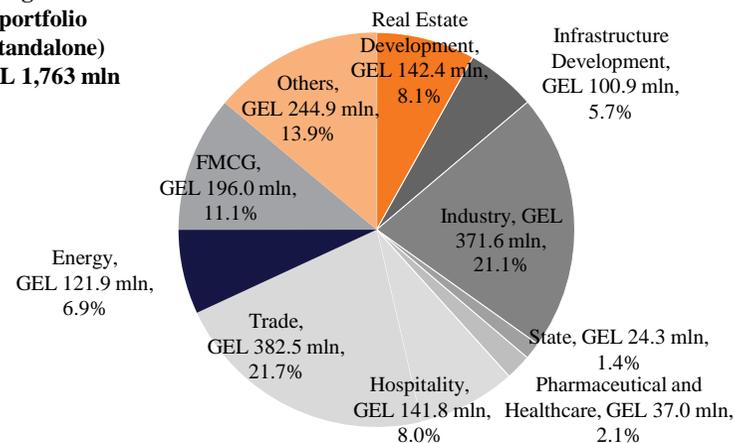
- Trade
- Energy
- Fast Moving Consumer Goods (FMCG)
- Real Estate
- Infrastructure
- Industry
- Pharmaceuticals & healthcare
- State
- Hospitality

Highlights

- ☑ No.1 corporate bank in Georgia
- ☑ Circa 37.9% market share based on client deposits¹
- ☑ Integrated client coverage in key sectors
- ☑ More than 7,500 clients served by dedicated relationship bankers
- ☑ Increased number of corporate clients using the Bank's payroll services from 1,737 in 2010 to 3,332 in Q3 2012
- ☑ Gearing up for launching macro and sector research covering Caucasus region by the brokerage subsidiary
- ☑ Launched Bank of Georgia Research to support CB's fee generating business

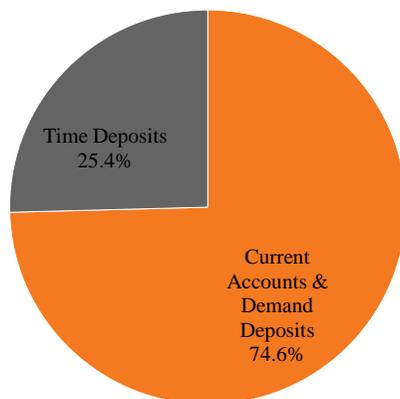
Corporate gross loan portfolio (standalone), 30 September 2012

Total gross loan portfolio (standalone)
GEL 1,763 mln

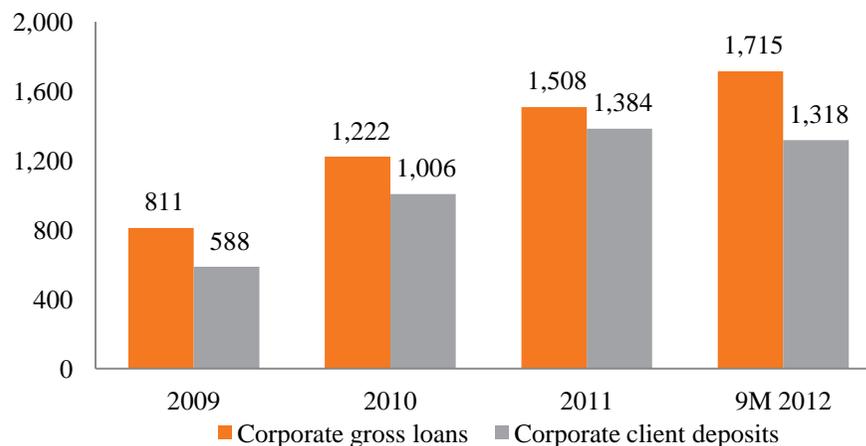


Corporate client deposits, 30 September 2012

Total corporate deposits:
GEL 1,318 mln



Corporate gross loan and deposit growth (consolidated)



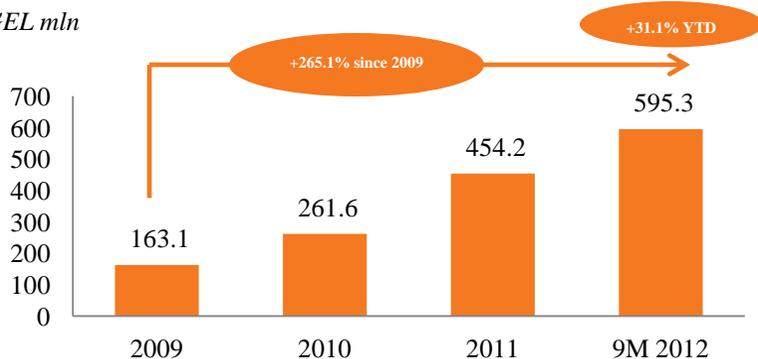
¹ source: National Bank of Georgia, does not include interbank deposits

Wealth Management (WM) results overview

<i>GEL thousands unless otherwise stated</i>	9M 2012	9M 2011	Change Y-O-Y	Q3 2012	Q3 2011	Change Y-O-Y	Q2 2012	Change Q-O-Q
Net interest income	10,943	3,969	175.7%	4,392	1,321	NMF	3,610	21.7%
Net fees and commission income	362	475	-23.9%	132	170	-22.3%	117	12.7%
Net gains from foreign currencies	550	228	141.2%	170	(18)	NMF	227	-24.9%
Other operating non-interest income	68	71	-4.7%	27	19	44.3%	21	33.4%
Revenue	11,922	4,743	151.4%	4,722	1,492	NMF	3,974	18.8%
Other operating non-interest expenses	3,585	3,074	16.6%	1,660	1,025	62.0%	1,037	60.1%
Operating income before cost of credit risk	8,337	1,669	NMF	3,062	467	NMF	2,937	4.2%
Cost of credit risk	254	(1,002)	NMF	254	(270)	NMF	31	NMF
Net non-operating expenses (income)	175	(365)	NMF	50	(185)	NMF	71	-30.2%
Profit before income tax expense	7,909	3,036	160.5%	2,758	922	199.1%	2,835	-2.7%
Net loans, standalone	53,387	26,579	100.9%	53,387	26,579	100.9%	47,219	13.1%
Client deposits, standalone	595,285	359,090	65.8%	595,285	359,090	65.8%	528,882	12.6%
<i>Loan yield</i>	11.1%	12.9%		10.9%	14.4%		10.7%	
<i>Cost of deposits</i>	9.0%	10.1%		8.8%	10.4%		9.1%	
<i>Cost / income ratio</i>	30.1%	64.8%		35.2%	68.7%		26.1%	

WM client deposits growth

GEL mln

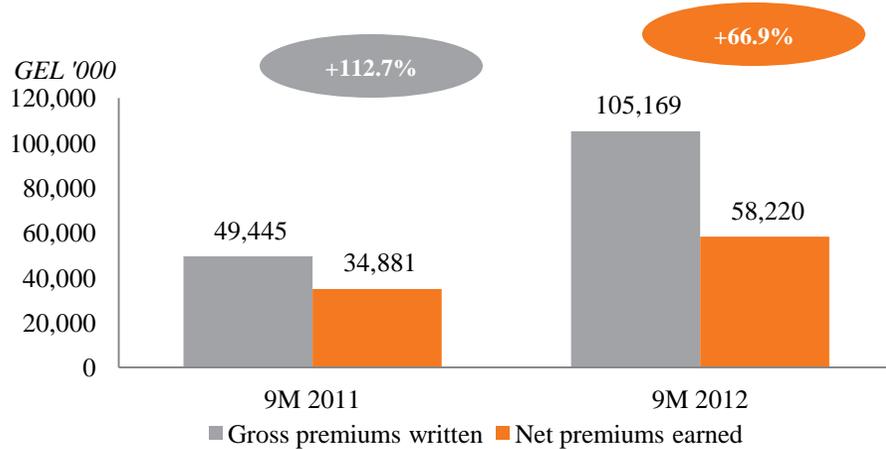


Highlights

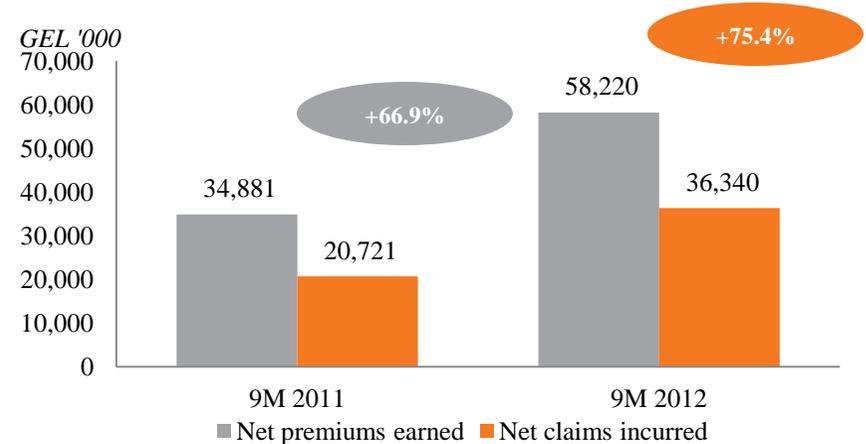
- Strengthening presence internationally through representative offices in Israel (since 2008), the UK (2010) and Budapest (2012).
- Preparing to launch local currency fixed income fund initially focusing on Caucasus region to allow investors access to fixed income instruments of these frontier markets that offer attractive risk return profile.

Insurance & healthcare

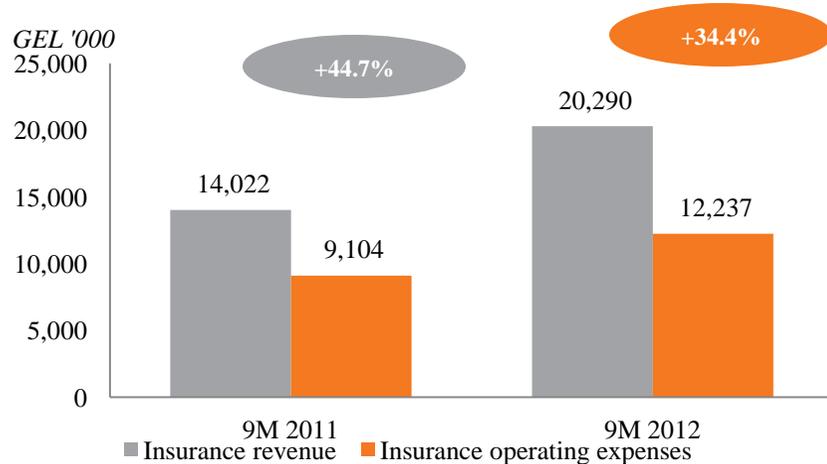
Gross premiums written & net premiums earned



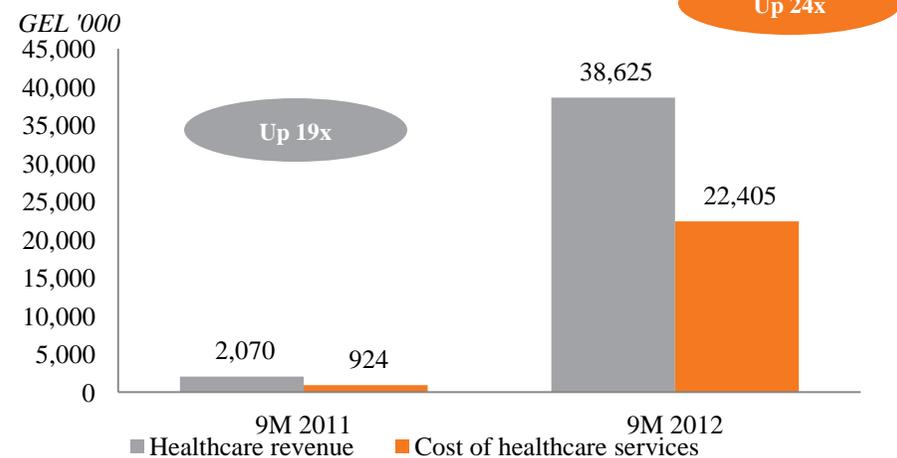
Net premiums earned & net claims incurred



Insurance revenue and operating expenses

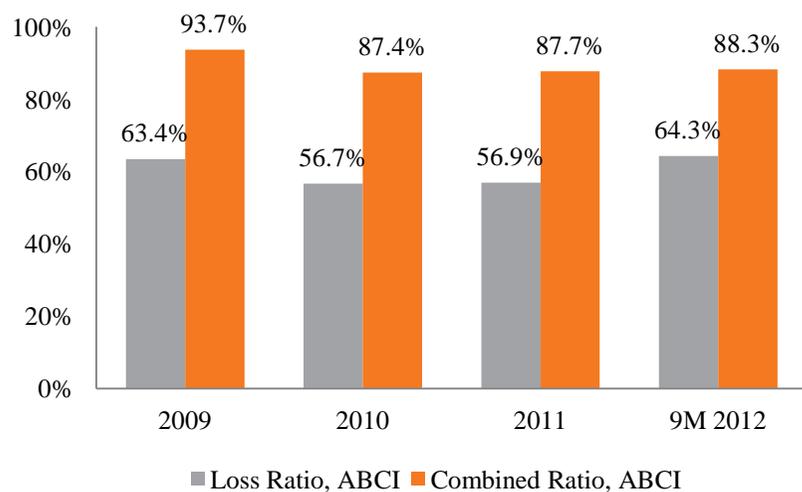


Healthcare revenue and costs

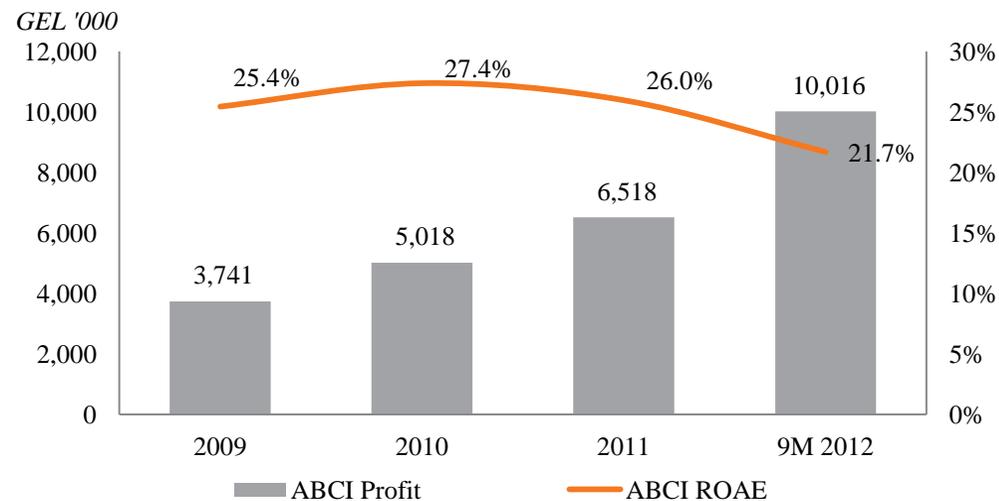


Insurance and Healthcare (ABCI), cont'd

Loss ratio & combined ratio



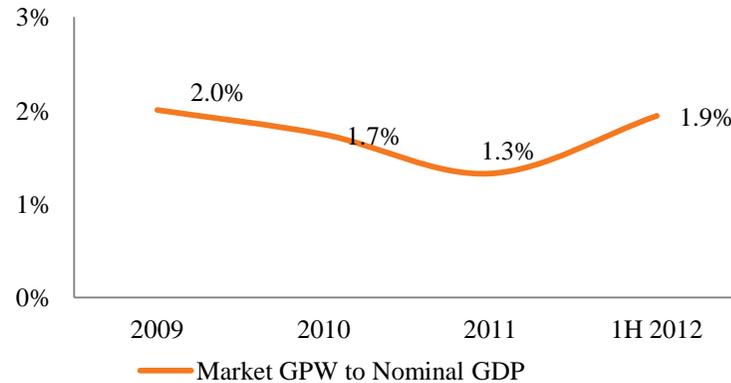
ABCI Profits & ROAE



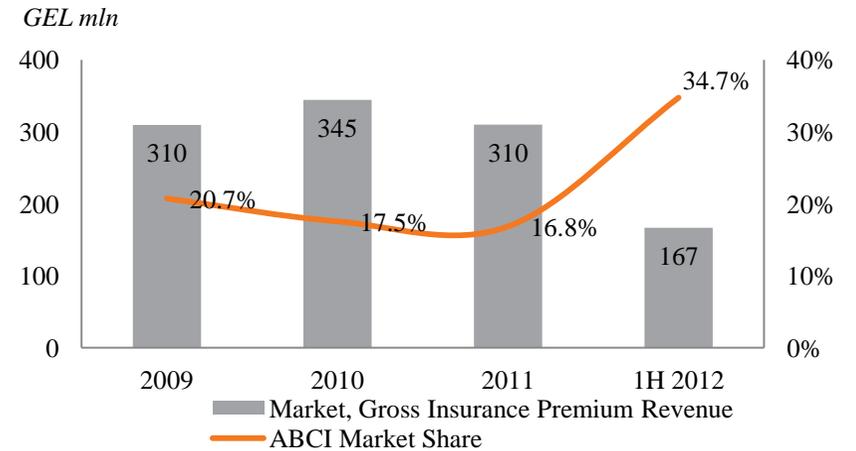
* The sum of incurred losses and expenses divided by earned premium

ABCI market share & market Gross Premiums Written

Market GPW to nominal GDP



ABCI market share in total market



Contents

Bank of Georgia Overview

Georgian Macro Overview

Bank of Georgia Q3 2012 and 9M 2012 Results Overview and Analyses

Business Segment Discussion

Appendices

Analyst Coverage

Financial Statements

Analyst coverage of Bank of Georgia Holdings plc

- ☒ Citi and Merrill Lynch initiated coverage in May 2012 and September 2012, respectively
- ☒ BGEO becomes first Georgia stock to be covered by “bulge bracket” investment banks

Consensus Target Price: GBP 15.10

2012 Net Profit Consensus: GEL 178 mln

Bank of America 
Merrill Lynch GBP 15.32

 **Oriel**
SECURITIES GBP 17.00


citi® GBP 13.20


VTB Capital GBP 14.30


seymour
pierce GBP 16.00


Renaissance
Capital GBP 16.30


N Numis GBP 14.53


Visor Capital GBP 14.79


CONCORDE
CAPITAL GBP 14.69

Contents

Bank of Georgia Overview

Georgian Macro Overview

Bank of Georgia Q3 2012 and 9M 2012 Results Overview and Analyses

Business Segment Discussion

Appendices

Analyst Coverage

Financial Statements

9m 2012 - Income Statement

<i>GEL thousands, unless otherwise noted</i>	Sep-12	Sep-11	Change
	YTD	YTD	Y-O-Y
	<i>Unaudited</i>	<i>Unaudited</i>	
Loans to customers	374,888	323,173	16.0%
Investment securities: available-for-sale	25,931	27,919	-7.1%
Amounts due from credit institutions	13,672	13,385	2.1%
Finance lease receivables	6,375	3,466	83.9%
Interest income	420,866	367,943	14.4%
Amounts due to customers	(156,199)	(117,575)	32.9%
Amounts due to credit institutions	(55,550)	(76,227)	-27.1%
Interest expense	(211,749)	(193,802)	9.3%
Net interest income before interest rate derivative financial instruments	209,116	174,141	20.1%
Net (losses) gains from interest rate derivative financial instruments	(1,538)	5,076	NMF
Net interest income	207,578	179,217	15.8%
Fee and commission income	81,251	67,353	20.6%
Fee and commission expense	(15,886)	(14,118)	12.5%
Net fee and commission income	65,365	53,235	22.8%
Net insurance premiums earned	58,220	34,881	66.9%
Net insurance claims incurred	(36,340)	(20,721)	75.4%
Net insurance revenue	21,880	14,160	54.5%
Healthcare revenue	38,625	2,070	NMF
Cost of healthcare services	(22,405)	(924)	NMF
Net healthcare revenue	16,221	1,146	NMF
Net gains from trading securities and investment securities	2,235	532	NMF
Net gains from foreign currencies, of which:	38,694	55,550	-30.3%
– dealing	23,987	33,702	-28.8%
– translation differences	14,706	21,848	-32.7%
Other operating income	17,995	14,464	24.4%
Other operating non-interest income	58,923	70,546	-16.5%
Revenue	369,967	318,304	16.2%
Salaries and other employee benefits	(90,173)	(86,266)	4.5%
General and administrative expenses	(51,763)	(45,773)	13.1%
Depreciation and amortization	(21,303)	(19,519)	9.1%
Other operating expenses	(3,947)	(4,748)	-16.8%
Other operating non-interest expenses	(167,186)	(156,306)	7.0%
Operating income before cost of credit risk	202,781	161,998	25.2%
Impairment charge on loans to customers	(25,289)	(17,022)	48.6%
Impairment charge of impairment on finance lease receivables	(209)	(122)	71.3%
Impairment (charge) reversal on other assets and provisions	(3,095)	3,717	NMF
Cost of credit risk	(28,593)	(13,427)	112.9%
Net operating income	174,188	148,571	17.2%
Net non-operating expense	(15,445)	(19,629)	-21.3%
Profit before income tax expense from continuing operations	158,743	128,942	23.1%
Income tax expense	(26,066)	(15,337)	70.0%
Profit for the period from continuing operations	132,677	113,605	16.8%
Net loss from discontinued operations	-	(12,247)	-100.0%
Profit for the period	132,677	101,358	30.9%
Attributable to:			
– shareholders of the Group	129,209	100,559	28.5%
– non-controlling interests	3,468	799	NMF
Earnings per share (basic)	3.94	3.36	17.1%
Earnings per share (diluted)	3.92	3.18	23.1%

Q3 2012 Income Statement

<i>GEL thousands, unless otherwise noted</i>	Q3 2012 Quarter <i>Unaudited</i>	Q3 2011 Quarter <i>Unaudited</i>	Change Y-O-Y	Q2 2012 Quarter <i>Unaudited</i>	Change Q-O-Q
Loans to customers	129,923	111,707	16.3%	126,541	2.7%
Investment securities: available-for-sale	8,125	9,567	-15.1%	7,983	1.8%
Amounts due from credit institutions	4,049	5,716	-29.2%	5,411	-25.2%
Finance lease receivables	2,241	1,744	28.5%	2,120	5.7%
Interest income	144,338	128,734	12.1%	142,055	1.6%
Amounts due to customers	(52,435)	(41,947)	25.0%	(49,931)	5.0%
Amounts due to credit institutions	(21,502)	(26,012)	-17.3%	(15,338)	40.2%
Interest expense	(73,937)	(67,959)	8.8%	(65,269)	13.3%
Net interest income before interest rate derivative financial instruments	70,401	60,775	15.8%	76,786	-8.3%
Net gains (losses) from interest rate derivative financial instruments	(485)	2,584	NMF	(285)	70.2%
Net interest income	69,916	63,359	10.3%	76,501	-8.6%
Fee and commission income	29,773	23,717	25.5%	27,355	8.8%
Fee and commission expense	(5,942)	(4,452)	33.5%	(5,537)	7.3%
Net fee and commission income	23,831	19,265	23.7%	21,818	9.2%
Net insurance premiums earned	25,837	11,758	119.7%	19,896	29.9%
Net insurance claims incurred	(15,915)	(6,694)	137.7%	(12,613)	26.2%
Net insurance revenue	9,922	5,064	95.9%	7,283	36.2%
Healthcare revenue	16,038	547	NMF	12,327	30.1%
Cost of healthcare services	(9,013)	(391)	NMF	(7,908)	14.0%
Net healthcare revenue	7,025	156	NMF	4,419	59.0%
Net gains (losses) from trading securities and investment securities	1,282	(200)	NMF	157	NMF
Net gains (losses) from foreign currencies, of which:	12,502	12,139	3.0%	11,833	5.7%
– dealing	6,801	12,590	-46.0%	7,343	-7.4%
– translation differences	5,701	(451)	NMF	4,490	27.0%
Other operating income	6,503	5,112	27.2%	7,132	-8.8%
Other operating non-interest income	20,287	17,052	19.0%	19,121	6.1%
Revenue	130,981	104,896	24.9%	129,142	1.4%
Salaries and other employee benefits:	(32,340)	(30,030)	7.7%	(32,000)	1.1%
Selling and administrative expenses	(18,002)	(15,191)	18.5%	(17,997)	0.0%
Depreciation and amortization	(7,384)	(6,578)	12.2%	(7,155)	3.2%
Other operating expenses	(388)	(982)	-60.3%	(1,602)	-75.7%
Other operating non-interest expenses	(58,114)	(52,781)	10.1%	(58,754)	-1.1%
Operating income before cost of credit risk	72,867	52,115	39.8%	70,388	3.5%
Impairment charge on loans to customers	(12,287)	(5,691)	115.9%	(6,142)	100.1%
Impairment (charge) reversal of impairment on finance lease receivables	32	49	-34.9%	(131)	NMF
Impairment (charge) reversal on other assets and provisions	(2,390)	477	NMF	(295)	NMF
Cost of credit risk	(14,645)	(5,165)	183.5%	(6,568)	123.0%
Net operating income	58,222	46,950	24.0%	63,820	-8.8%
Net non-operating expense	(3,051)	(926)	NMF	(7,994)	-61.8%
Profit before income tax expense from continuing operations	55,171	46,024	19.9%	55,826	-1.2%
Income tax expense	(8,528)	(8,411)	1.4%	(9,495)	-10.2%
Profit for the period from continuing operations	46,643	37,613	24.0%	46,331	0.7%
Net loss (from discontinued operations)	-	-	NMF	(55)	-100.0%
Profit for the period	46,643	37,613	24.0%	46,276	0.8%
Attributable to:					
– shareholders of the Group	44,994	36,914	21.9%	45,072	-0.2%
– non-controlling interests	1,649	699	135.9%	1,204	36.9%
Earnings per share (basic)	1.35	1.23	9.6%	1.33	1.3%
Earnings per share (diluted)	1.35	1.16	16.0%	1.33	1.3%

30 September 2012 – Balance Sheet

GEL thousands, unless otherwise noted

	Sep-12	Sep-11	Change	Jun-12	Change
	<i>Unaudited</i>	<i>Unaudited</i>	<i>Y-O-Y</i>	<i>Unaudited</i>	<i>Q-O-Q</i>
Cash and cash equivalents	666,896	492,452	35.4%	374,995	77.8%
Amounts due from credit institutions	487,275	268,338	81.6%	342,145	42.4%
Investment securities	375,853	385,582	-2.5%	414,584	-9.3%
Loans to customers and finance lease receivables	3,063,390	2,560,696	19.6%	2,923,140	4.8%
Investments in associates	3,020	3,938	-23.3%	2,865	5.4%
Investment property	149,904	104,669	43.2%	138,639	8.1%
Property and equipment	412,487	296,066	39.3%	407,428	1.2%
Goodwill	45,463	56,212	-19.1%	45,291	0.4%
Other intangible assets	20,667	20,980	-1.5%	20,313	1.7%
Current income tax assets	7,974	7,632	4.5%	7,996	-0.3%
Deferred income tax assets	15,909	13,870	14.7%	15,893	0.1%
Prepayments	47,748	26,841	77.9%	36,321	31.5%
Other assets	233,931	122,132	91.5%	205,404	13.9%
Total assets	5,530,517	4,359,408	26.9%	4,935,014	12.1%
Amounts due to customers, of which:	2,795,794	2,322,935	20.4%	2,846,263	-1.8%
<i>Client deposits</i>	<i>2,688,540</i>	<i>2,161,094</i>	<i>24.4%</i>	<i>2,742,601</i>	<i>-2.0%</i>
<i>Promissory notes and CDs issued</i>	<i>107,254</i>	<i>161,841</i>	<i>-33.7%</i>	<i>103,662</i>	<i>3.5%</i>
Amounts due to credit institutions	1,454,045	1,099,722	32.2%	875,928	66.0%
Current income tax liabilities	1,376	246	NMF	910	51.2%
Deferred income tax liabilities	60,270	31,083	93.9%	54,853	9.9%
Provisions	603	320	88.3%	460	31.0%
Other liabilities	210,481	129,433	62.6%	199,206	5.7%
Total liabilities	4,522,569	3,583,739	26.2%	3,977,620	13.7%
Share capital	965	31,368	-96.9%	922	4.7%
Additional paid-in capital	-	474,665	-100.0%	-	NMF
Treasury shares	(68)	(1,602)	-95.8%	(66)	2.4%
Other reserves	15,979	26,117	-38.8%	11,511	38.8%
Retained earnings	945,007	218,337	NMF	899,934	5.0%
Total equity attributable to shareholders of the Group	961,883	748,885	28.4%	912,301	5.4%
Non-controlling interests	46,065	26,784	72.0%	45,093	2.2%
Total equity	1,007,948	775,669	29.9%	957,394	5.3%
Total liabilities and equity	5,530,517	4,359,408	26.9%	4,935,014	12.1%
Book value per share (basic)	28.81	25.16	14.5%	27.37	5.3%

9m 2012 - Key Ratios

KEY RATIOS YTD	Sep-12	Sep-11
Profitability		
ROAA, Annualised ¹	3.6%	3.3%
ROAE, Annualised ²	19.4%	18.9%
Net Interest Margin, Annualised ³	7.8%	7.9%
Loan Yield, Annualised ⁴	17.6%	17.5%
Cost of Funds, Annualised ⁵	7.5%	7.8%
Cost of Client Deposits, Annualised	7.5%	7.3%
Cost of Amounts Due to Credit Institutions, Annualised	7.6%	8.7%
Operating Leverage, Y-O-Y ⁶	9.3%	25.6%
Efficiency		
Cost / Income ⁷	45.2%	49.1%
Liquidity		
NBG Liquidity Ratio ⁸	42.0%	31.2%
Liquid Assets To Total Liabilities ⁹	33.8%	32.0%
Net Loans To Customer Funds	109.6%	110.2%
Leverage (Times) ¹⁰	4.5	4.6
Asset Quality:		
NPLs (in GEL)	102,719	108,884
NPLs To Gross Loans To Clients	3.2%	4.1%
NPL Coverage Ratio ¹¹	105.2%	112.2%
Cost of Risk, Annualised ¹²	1.2%	0.9%
Capital Adequacy:		
BIS Tier I Capital Adequacy Ratio, Consolidated ¹³	20.3%	17.9%
BIS Total Capital Adequacy Ratio, Consolidated ¹⁴	25.8%	26.1%
NBG Tier I Capital Adequacy Ratio ¹⁵	13.4%	10.8%
NBG Total Capital Adequacy Ratio ¹⁶	15.9%	15.0%
Per Share Values:		
Basic EPS (GEL)¹⁷	3.94	3.36
Diluted EPS (GEL)	3.92	3.18
Book Value Per Share (GEL), Basic¹⁸	28.81	25.16
Ordinary Shares Outstanding - Weighted Average, Basic ¹⁹	32,830,379	29,918,693
Ordinary Shares Outstanding - Weighted Average, Diluted ²⁰	33,241,639	33,393,307
Ordinary Shares Outstanding - Period End, Basic	33,388,904	29,765,803
Treasury Shares Outstanding - Period End	(2,520,479)	(1,602,317)
Selected Operating Data:		
Full Time Employees, Group, Of Which:	10,537	5,392
- Full Time Employees, BOG Stand-Alone	3,635	3,288
- Full Time Employees, Aldagi BCI Insurance	509	330
- Full Time Employees, Aldagi BCI Healthcare	5,514	749
- Full Time Employees, BNB	306	269
- Full Time Employees, Other	573	756
Total Assets Per FTE, BOG Stand-Alone (in GEL thousands)	1,521	1,326
Number Of Active Branches, Of Which:	187	147
- Flagship Branches	34	34
- Standard Branches	95	89
- Express Branches (including Metro)	58	24
Number Of ATMs	468	410
Number Of Cards Outstanding, Of Which:	896,234	628,497
- Debit cards	766,132	511,952
- Credit cards	130,102	116,545
Number Of POS Terminals	3,528	2,769

Q3 2012 - Key Ratios

KEY RATIOS QUARTERLY	Q3 2012	Q3-2011	Q2-2012
Profitability			
ROAA, Annualised ¹	3.4%	3.5%	4.0%
ROAE, Annualised ²	19.2%	20.0%	20.0%
Net Interest Margin, Annualised ³	7.3%	7.9%	9.0%
Loan Yield, Annualised ⁴	17.0%	17.2%	18.0%
Cost of Funds, Annualised ⁵	7.1%	7.8%	7.5%
Cost of Client Deposits, Annualised	7.1%	7.4%	7.4%
Cost of Amounts Due to Credit Institutions, Annualised	6.7%	9.6%	7.7%
Operating Leverage, Y-O-Y ⁶	14.8%	25.3%	-3.6%
Efficiency			
Cost / Income ⁷	44.4%	50.3%	45.5%
Liquidity			
NBG Liquidity Ratio ⁸	42.0%	31.2%	35.2%
Liquid Assets To Total Liabilities ⁹	33.8%	32.0%	28.5%
Net Loans To Customer Funds	109.6%	110.2%	102.7%
Leverage (Times) ¹⁰	4.5	4.6	4.2
Asset Quality:			
NPLs (in GEL)	102,719	108,884	100,121
NPLs To Gross Loans To Clients	3.2%	4.1%	3.3%
NPL Coverage Ratio ¹¹	105.2%	112.2%	115.2%
Cost of Risk, Annualised ¹²	1.6%	0.9%	0.9%
Capital Adequacy:			
BIS Tier I Capital Adequacy Ratio, Consolidated ¹³	20.3%	17.9%	21.9%
BIS Total Capital Adequacy Ratio, Consolidated ¹⁴	25.8%	26.1%	28.1%
NBG Tier I Capital Adequacy Ratio ¹⁵	13.4%	10.8%	15.0%
NBG Total Capital Adequacy Ratio ¹⁶	15.9%	15.0%	17.8%
Per Share Values:			
Basic EPS (GEL)¹⁷	1.35	1.23	1.33
Diluted EPS (GEL)	1.35	1.16	1.33
Book Value Per Share (GEL), Basic¹⁸	28.81	22.53	27.37
Ordinary Shares Outstanding - Weighted Average, Basic ¹⁹	33,350,984	29,982,199	33,829,260
Ordinary Shares Outstanding - Weighted Average, Diluted ²⁰	33,350,984	33,456,812	33,829,260
Ordinary Shares Outstanding - Period End, Basic	33,388,904	29,765,803	33,332,636
Treasury Shares Outstanding - Period End	(2,520,479)	(1,602,317)	(2,576,747)
Selected Operating Data:			
Full Time Employees, Group, Of Which:	10,537	5,392	10,538
- Full Time Employees, BOG Stand-Alone	3,635	3,288	3,533
- Full Time Employees, Aldagi BCI Insurance	509	330	654
- Full Time Employees, Aldagi BCI Healthcare	5,514	749	5,491
- Full Time Employees, BNB	306	269	277
- Full Time Employees, Other	573	756	583
Total Assets Per FTE, BOG Stand-Alone (in GEL thousands)	1,521	1,326	1,397
Number Of Active Branches, Of Which:	187	147	179
- Flagship Branches	34	34	34
- Standard Branches	95	89	95
- Express Branches (including Metro)	58	24	50
Number Of ATMs	468	410	459
Number Of Cards Outstanding, Of Which:	896,234	628,497	745,295
- Debit cards	766,132	511,952	600,431
- Credit cards	130,102	116,545	144,864
Number Of POS Terminals	3,528	2,769	3,233

Notes to Key Ratios

NOTES TO KEY RATIOS

- 1 Return On Average Total Assets (ROAA) equals Profit for the period from continuing operations divided by monthly Average Total Assets for the same period;
- 2 Return On Average Total Equity (ROAE) equals Profit for the period from continuing operations attributable to shareholders of the Bank divided by monthly Average Equity attributable to shareholders of the Bank for the same period;
- 3 Net Interest Margin equals Net Interest Income of the period (adjusted for the gains or losses from revaluation of interest rate derivatives) divided by monthly Average Interest Earning Assets Including Cash for the same period; Interest Earning Assets Including Cash include: Amounts Due From Credit Institutions, Investment Securities (but excluding corporate shares and other equity instruments) and Loans To Customers And Finance Lease Receivables;
- 4 Loan Yield equals Interest Income From Loans To Customers And Finance Lease Receivables divided by monthly Average Gross Loans To Customers And Finance Lease Receivables;
- 5 Cost Of Funds equals Interest Expense of the period (adjusted for the gains or losses from revaluation of interest rate derivatives) divided by monthly Average Interest Bearing Liabilities; Interest Bearing Liabilities Include: Amounts Due To Credit Institutions and Amounts Due To Customers;
- 6 Operating Leverage equals percentage change in Revenue less percentage change in Other Operating Non-Interest Expenses;
- 7 Cost / Income Ratio equals Other Operating Non-Interest Expenses divided by Revenue;
- 8 Average liquid assets during the month (as defined by NBG) divided by selected average liabilities and selected average off-balance sheet commitments (both as defined by NBG);
- 9 Liquid Assets include: Cash And Cash Equivalents, Amounts Due From Credit Institutions and Investment Securities;
- 10 Leverage (Times) equals Total Liabilities divided by Total Equity;
- 11 NPL Coverage Ratio equals Allowance For Impairment Of Loans And Finance Lease Receivables divided by NPLs;
- 12 Cost Of Risk equals Impairment Charge for Loans To Customers And Finance Lease Receivables for the period divided by monthly average Gross Loans To Customers And Finance Lease Receivables over the same period;
- 13 BIS Tier I Capital Adequacy Ratio equals Tier I Capital divided by Total Risk Weighted Assets, both calculated in accordance with the requirements of Basel Accord I;
- 14 BIS Total Capital Adequacy Ratio equals Total Capital divided by Total Risk Weighted Assets, both calculated in accordance with the requirements of Basel Accord I;
- 15 NBG Tier I Capital Adequacy Ratio equals Tier I Capital a divided by Total Risk Weighted Assets, both calculated in accordance with the requirements the National Bank of Georgia instructions;
- 16 NBG Total Capital Adequacy Ratio equals Total Capital divided by Total Risk Weighted Assets, both calculated in accordance with the requirements of the National Bank of Georgia instructions;
- 17 Basic EPS equals Profit for the period from continuing operations attributable to shareholders of the Bank divided by the weighted average number of outstanding ordinary shares over the same period;
- 18 Book Value Per Share equals Total Equity attributable to shareholders of the Bank divided by Net Ordinary Shares Outstanding at period end; Net Ordinary Shares Outstanding equals total number of Ordinary Shares Outstanding at period end less number of Treasury Shares at period end;
- 19 Weighted average number of ordinary shares equal average of daily outstanding number of shares less daily outstanding number of treasury shares;
- 20 Weighted average diluted number of ordinary shares equals weighted average number of ordinary shares plus weighted average dilutive number of shares known to the management during the same period;

Forward Looking Statements

This presentation contains forward-looking statements that are based on current beliefs or expectations, as well as assumptions about future events. These forward-looking statements can be identified by the fact that they do not relate only to historical or current facts. Forward-looking statements often use words such as anticipate, target, expect, estimate, intend, plan, goal, believe, will, may, should, would, could or other words of similar meaning. Undue reliance should not be placed on any such statements because, by their very nature, they are subject to known and unknown risks and uncertainties and can be affected by other factors that could cause actual results, and JSC Bank of Georgia and/or the Bank of Georgia Holdings' plans and objectives, to differ materially from those expressed or implied in the forward-looking statements.

There are various factors which could cause actual results to differ materially from those expressed or implied in forward-looking statements. Among the factors that could cause actual results to differ materially from those described in the forward-looking statements are changes in the global, political, economic, legal, business and social environment. The forward-looking statements in this presentation speak only as of the date of this presentation. JSC Bank of Georgia and Bank of Georgia Holdings undertake no obligation to revise or update any forward-looking statement contained within this presentation, regardless of whether those statements are affected as a result of new information, future events or otherwise.