



GEORGIA  
CAPITAL

# 3Q24 & 9M24 RESULTS CALL PRESENTATION

28 OCTOBER 2024



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## KEY DEVELOPMENTS

1

Sale of an 80% holding (an effective 73.9% equity stake<sup>1</sup>) in the beer and distribution business to Royal Swinkels at a premium to the business' investment value as at 30-Jun-24. See slides 4-6

2

NAV per share (GEL) up 6.2% in 3Q24, reflecting the overall strong operating performance of our private portfolio companies and the sale of the beer and distribution business

3

Record recurring quarterly dividend income of GEL 119.0 million in 3Q24, driving the 3.0 ppts improvement in the NCC ratio to 15.9% as at 30-Sep-24

4

Record aggregated quarterly revenues of GEL 584.2 million, up 11.9% y-o-y, with a 16.5% y-o-y increase in EBITDA in 3Q24

5

All-time high aggregate quarterly net operating cash flows of GEL 102.4 million, more than doubling y-o-y in 3Q24

6

2.0 million shares repurchased during 3Q24 and October 2024 (total bought back since demerger now 10.8 million shares (US\$ 123.3 million cost), representing 22.5%<sup>2</sup> of GCAP's peak issued share capital)

# SALE OF AN 80% HOLDING IN THE BEER AND DISTRIBUTION BUSINESS TO ROYAL SWINKELS



**TODAY WE ANNOUNCED THAT WE HAVE AGREED TO SELL 80% OF OUR HOLDING (AN EFFECTIVE 73.9% EQUITY STAKE) IN THE BEER AND DISTRIBUTION BUSINESS TO A HIGH-QUALITY INTERNATIONAL INVESTOR AND STRATEGIC PURCHASER, ROYAL SWINKELS**

## KEY TERMS

NET CASH PROCEEDS

AT LEAST  
**63.0**  
US\$ MILLION

COMPLETION OF THE TRANSACTION AND THE RECEIPT OF FULL SALES PROCEEDS IS EXPECTED **BEFORE 31-DEC-24**

- ☑ The disposal is subject to customary closing conditions, including the approval of the Georgian Competition and Consumer Agency.
- ☑ Following the disposal, the business will be held through a new holding company domiciled in the Netherlands, where GCAP's 20% holding will be subject to an ongoing put/call option structure.
- ✔ **Put option** – GCAP's put option will be exercisable during each twelve-month period following the end of the 2028, 2029, and 2030 financial years.
- ✔ **Call option** – Royal Swinkels' call option will be exercisable during each twelve-month period following the end of the 2031, 2032, and 2033 financial years.



# TRANSACTION RATIONALE



**THE SALE IS IN LINE WITH GCAP'S CAPITAL LIGHT INVESTMENT STRATEGY AND REPRESENTS ANOTHER SUCCESSFUL EXIT FROM OUR PRIVATE ASSETS**

## THE DISPOSAL:

- ✓ Realises material cash proceeds, translating into a premium to the business' investment value as at 30-Jun-24. The use of the sales proceeds will be announced following the completion of the transaction and receipt of the proceeds.
- ✓ Leads to a 1.8% uplift to GCAP's NAV per share as at 30-Jun-24.
- ✓ Brings an important international investor and significant industry expertise into Georgia, that will strengthen the beer and distribution business to the benefit of its customers, employees and other stakeholders.
- ✓ Forms a strategic partnership between GCAP and Royal Swinkels that will support the business at least until such time as either the put option or call option is exercised.

**THIS DISPOSAL MARKS FURTHER PROGRESS TOWARD OUR KEY STRATEGIC PRIORITY OF DIVESTING FROM SUBSCALE PORTFOLIO COMPANIES, AND AS AT 30 JUNE 2024, REPRESENTS THE MONETISATION OF APPROXIMATELY:**

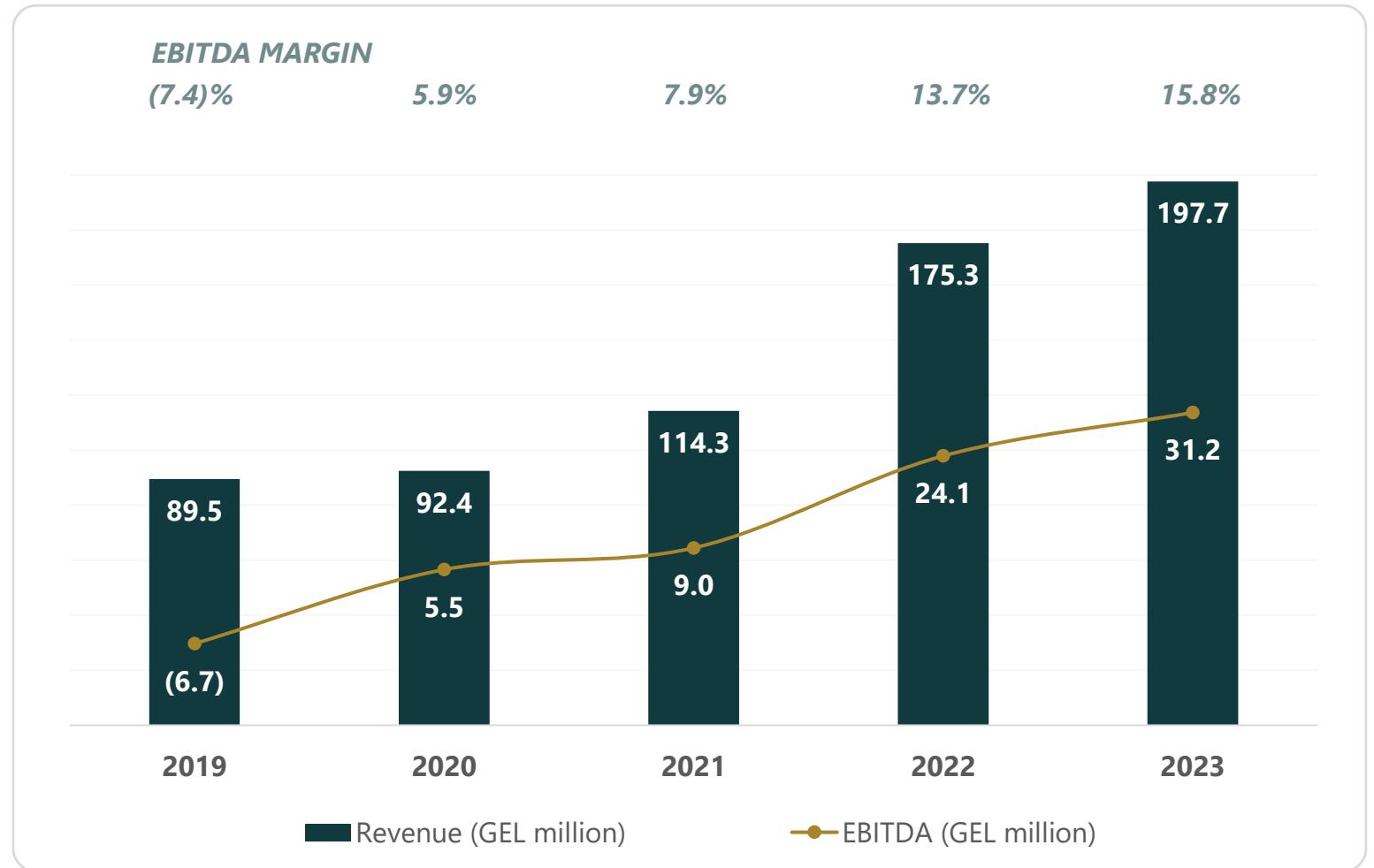
**60%**  
OF THE "OTHER"  
PORTFOLIO VALUE

**5%**  
OF GCAP'S  
TOTAL NAV

# OPERATING PERFORMANCE DEVELOPMENT IN THE BEER AND DISTRIBUTION BUSINESS



**STRONG TOTAL REVENUE AND  
EBITDA GROWTH WITH A 29% AND  
79% CAGR, RESPECTIVELY, OVER THE  
PAST THREE YEARS**



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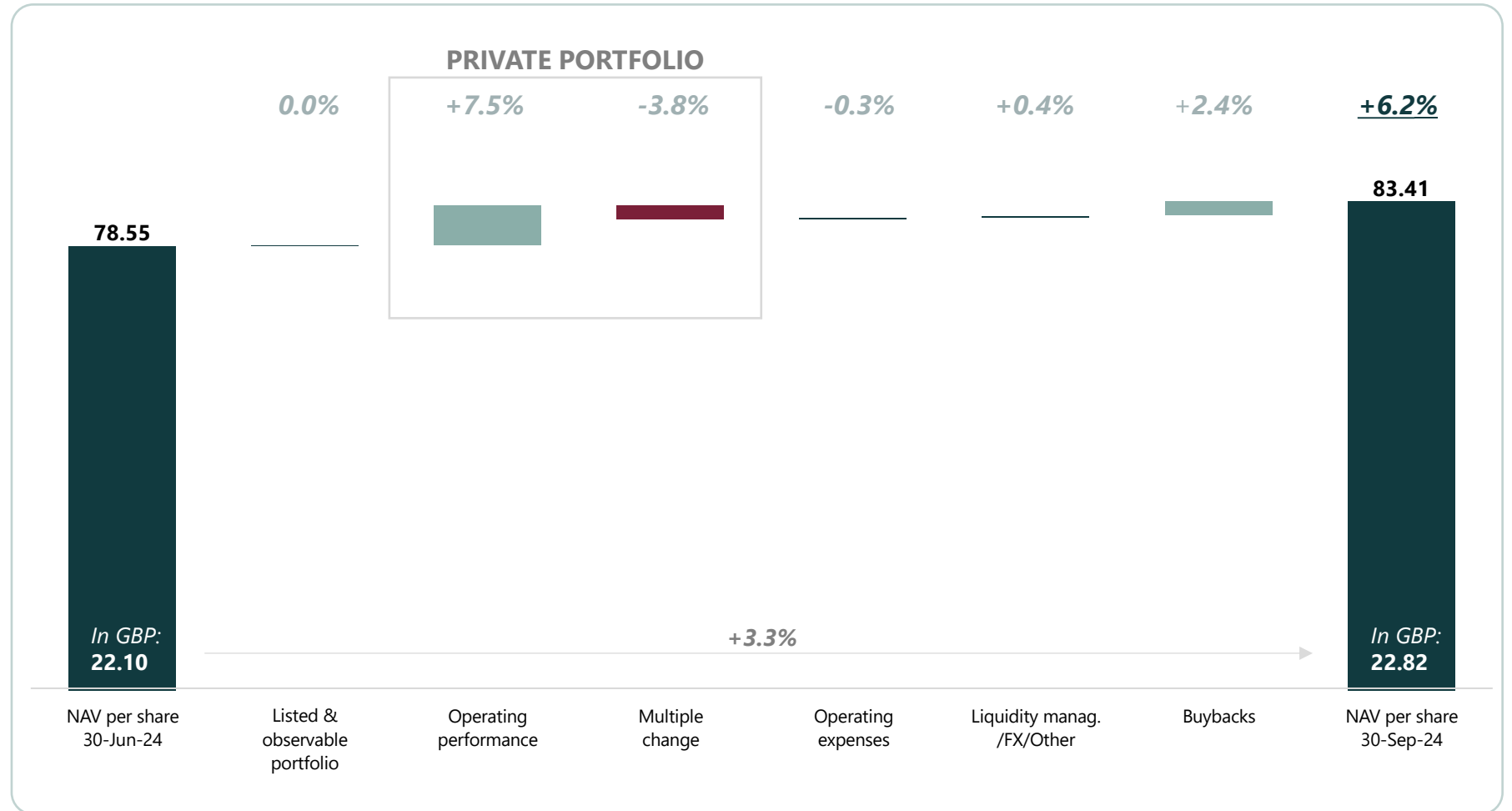


# NAV PER SHARE (GEL) MOVEMENT IN 3Q24



## NAV PER SHARE (GEL) UP 6.2% Q-O-Q IN 3Q24

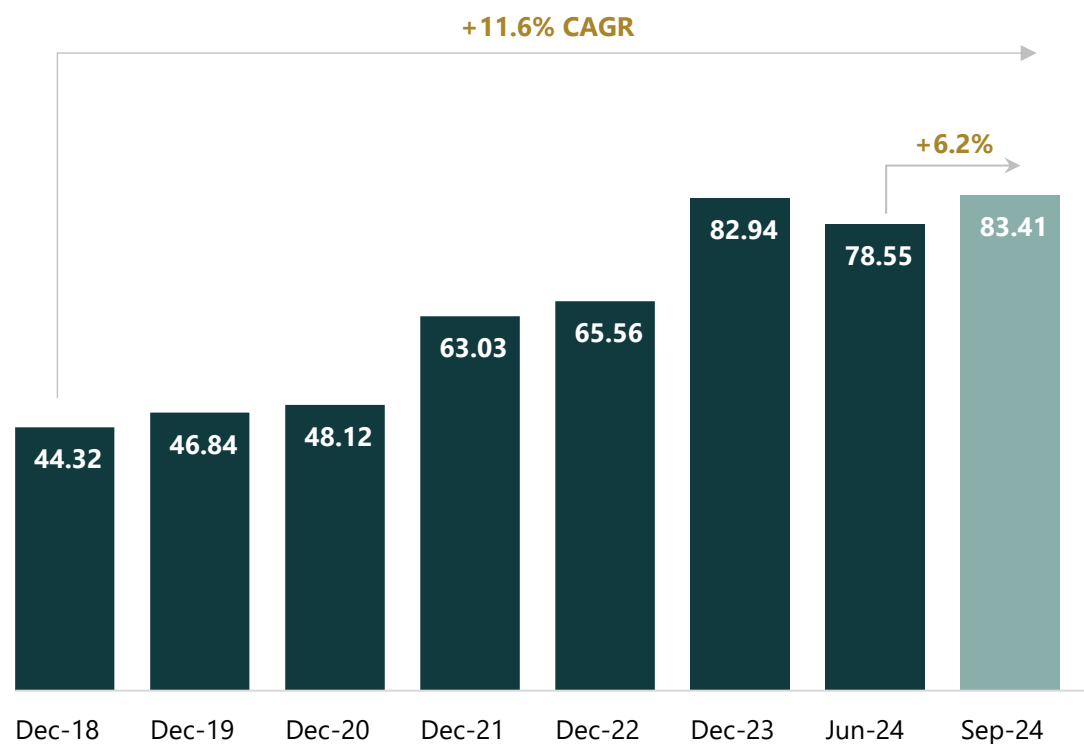
- The increase in NAV per share (GEL) in 3Q24 reflects the robust value creation across our private portfolio companies and an accretive impact of share buybacks.





# STRONG NAV PER SHARE GROWTH

## NAV PER SHARE (GEL) DEVELOPMENT OVERVIEW



**STRONG NAV PER SHARE (GEL) GROWTH  
WITH 11.6% CAGR SINCE DEC-18**

**IN US\$ AND GBP TERMS, NAV PER SHARE  
CAGR STANDS AT 11.2% AND 10.2%,  
RESPECTIVELY**

# SHARE BUYBACK AND CANCELLATION PROGRAMME

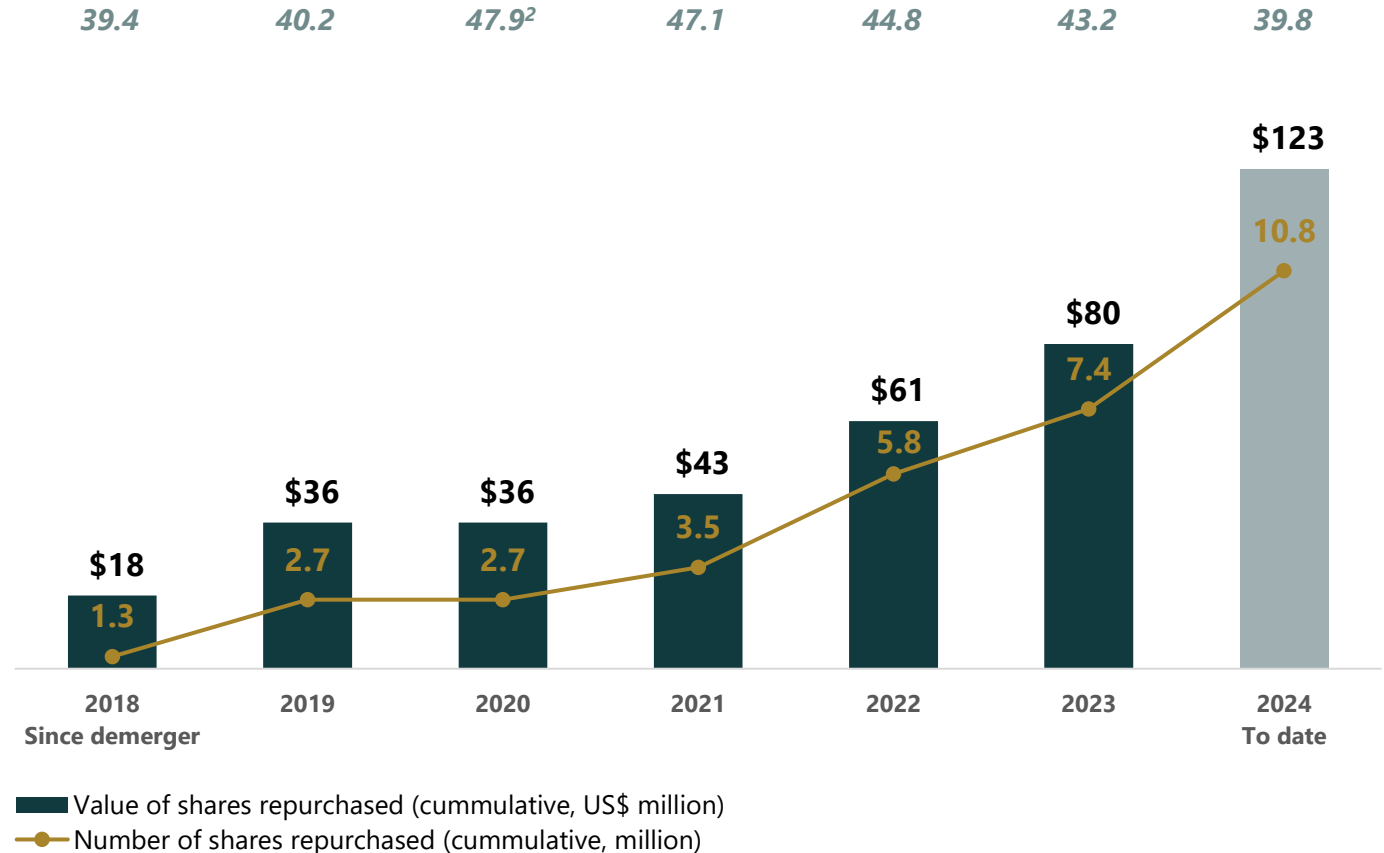


**10.8 MILLION SHARES (US\$ 123.3 MILLION IN VALUE) REPURCHASED AND CANCELLED SINCE DEMERGER IN 2018, REPRESENTING 22.5%<sup>1</sup> OF THE ISSUED SHARE CAPITAL AT ITS PEAK**

- Of the GEL 300 million (US\$ 110 million) capital return package announced in May 2024, US\$ 36.6 million (GEL 100.8 million) has already been utilised through share buybacks.
- The gross number of issued shares, including those held by the management trust, now stands at 39.8 million, down by 8.1 million from its peak and consistently approaching the gross share count recorded at the demerger.

## DEVELOPMENT OF GCAP'S SHARE BUYBACK AND CANCELLATION PROGRAMMES

Number of issued shares





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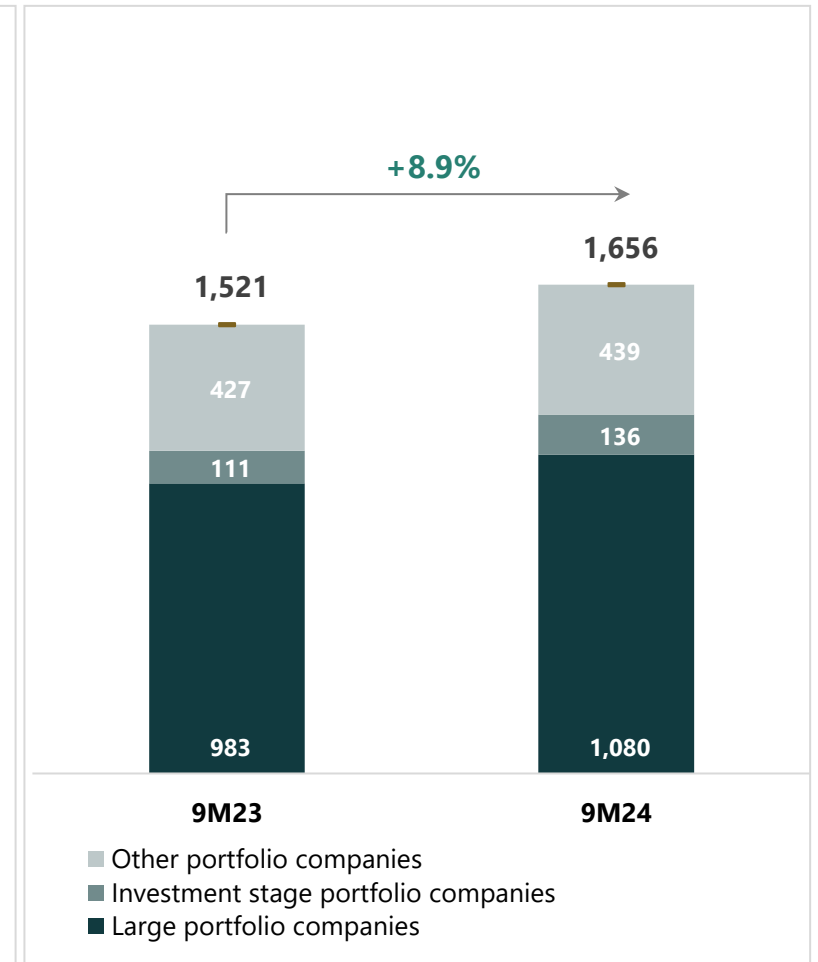
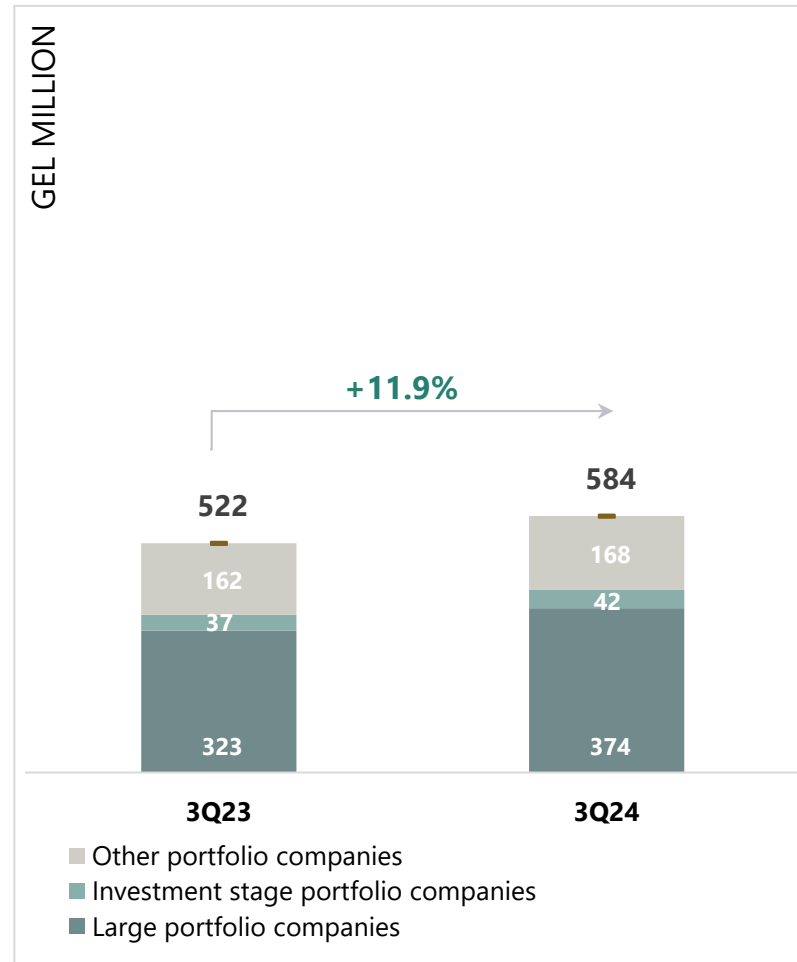
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# AGGREGATED REVENUE DEVELOPMENT ACROSS PRIVATE PORTFOLIO

**RECORD AGGREGATED  
QUARTERLY REVENUES, UP  
11.9% Y-O-Y IN 3Q24 AND UP  
8.9% Y-O-Y IN 9M24**

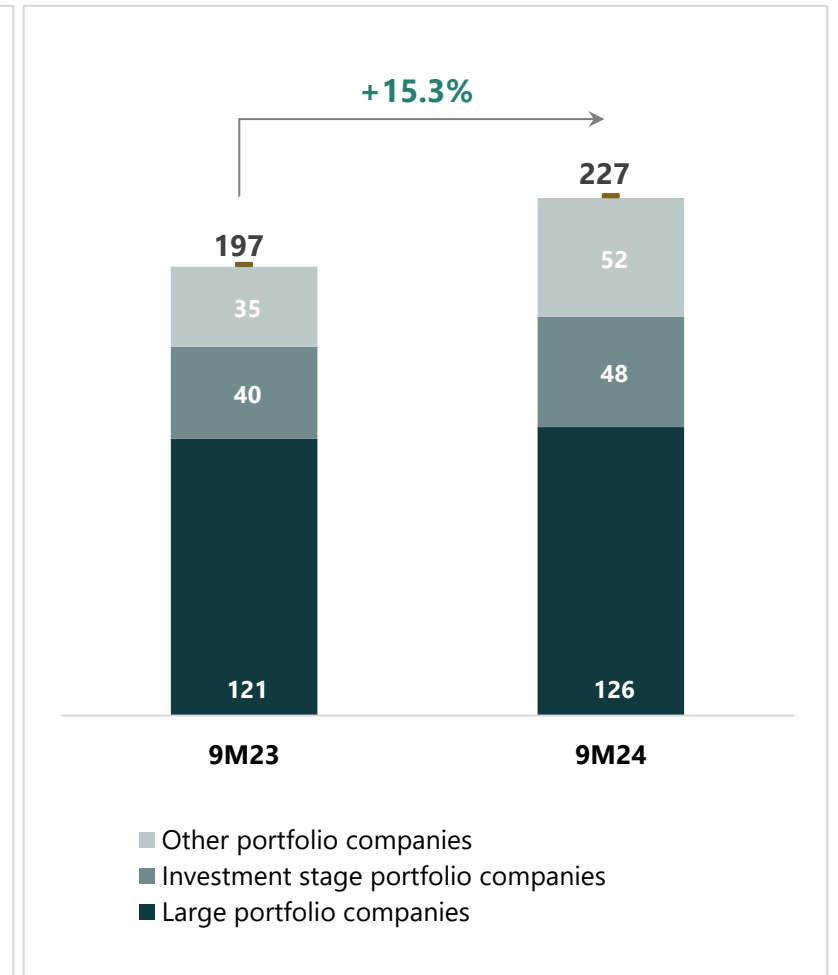
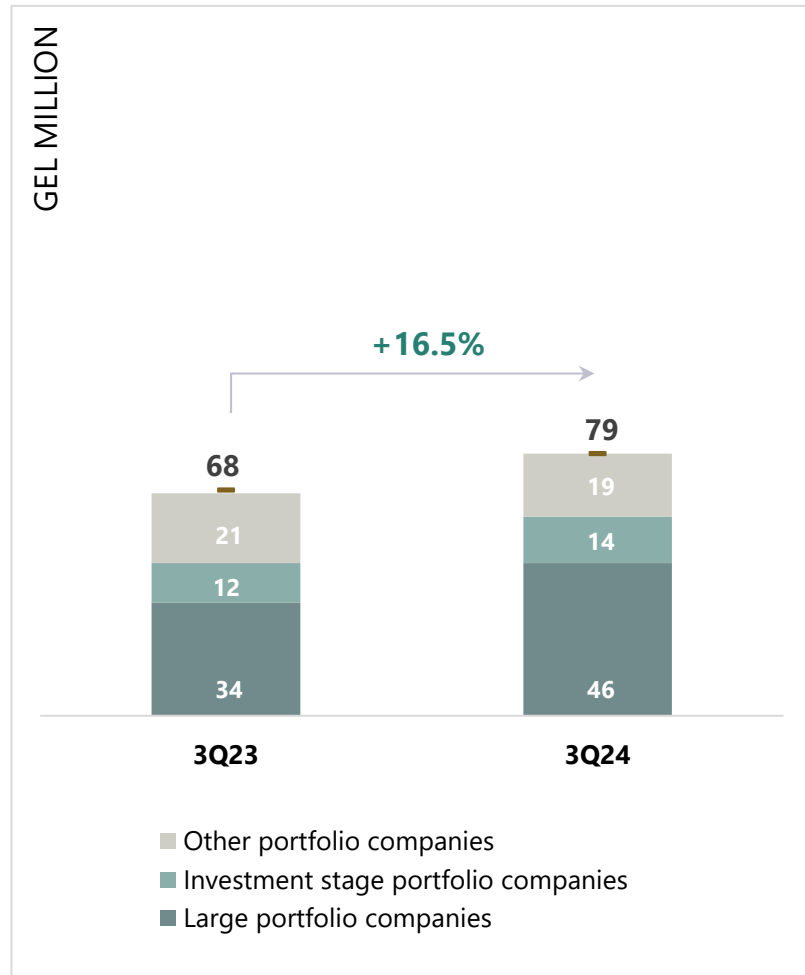
➤ *Aggregated revenue of large and investment stage portfolio companies up 15.5% and 11.2% y-o-y in 3Q24 and 9M24, respectively.*





# AGGREGATED EBITDA DEVELOPMENT ACROSS PRIVATE PORTFOLIO

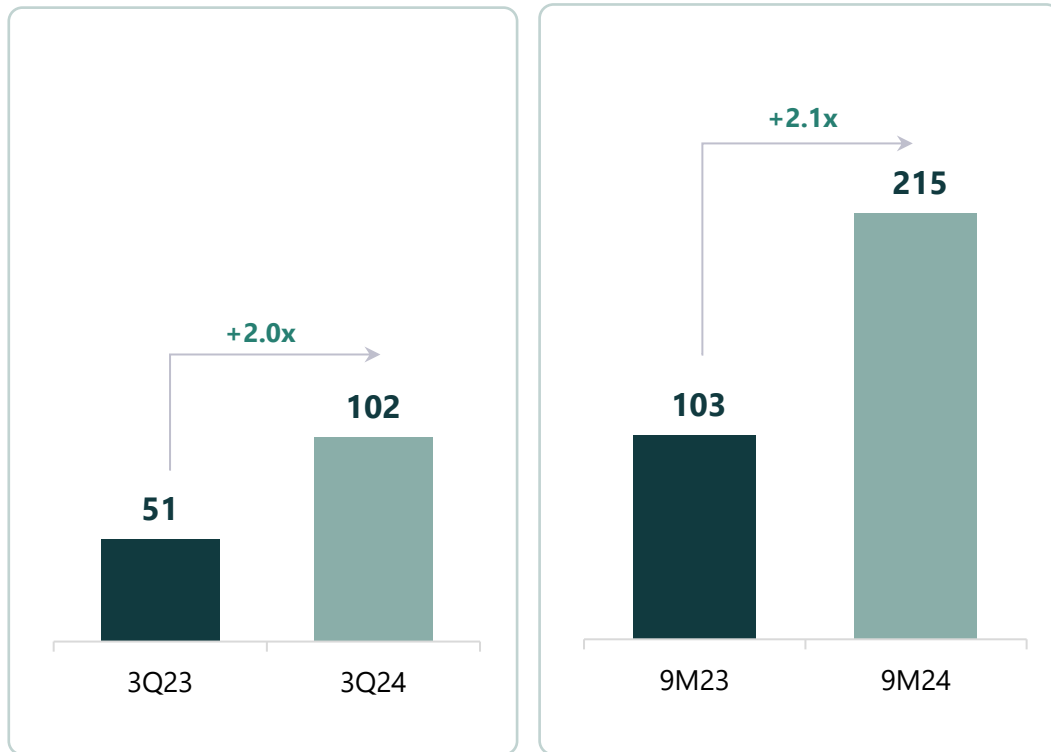
**AGGREGATED EBITDA UP  
16.5% Y-O-Y IN 3Q24 AND  
UP 15.3% Y-O-Y IN 9M24**



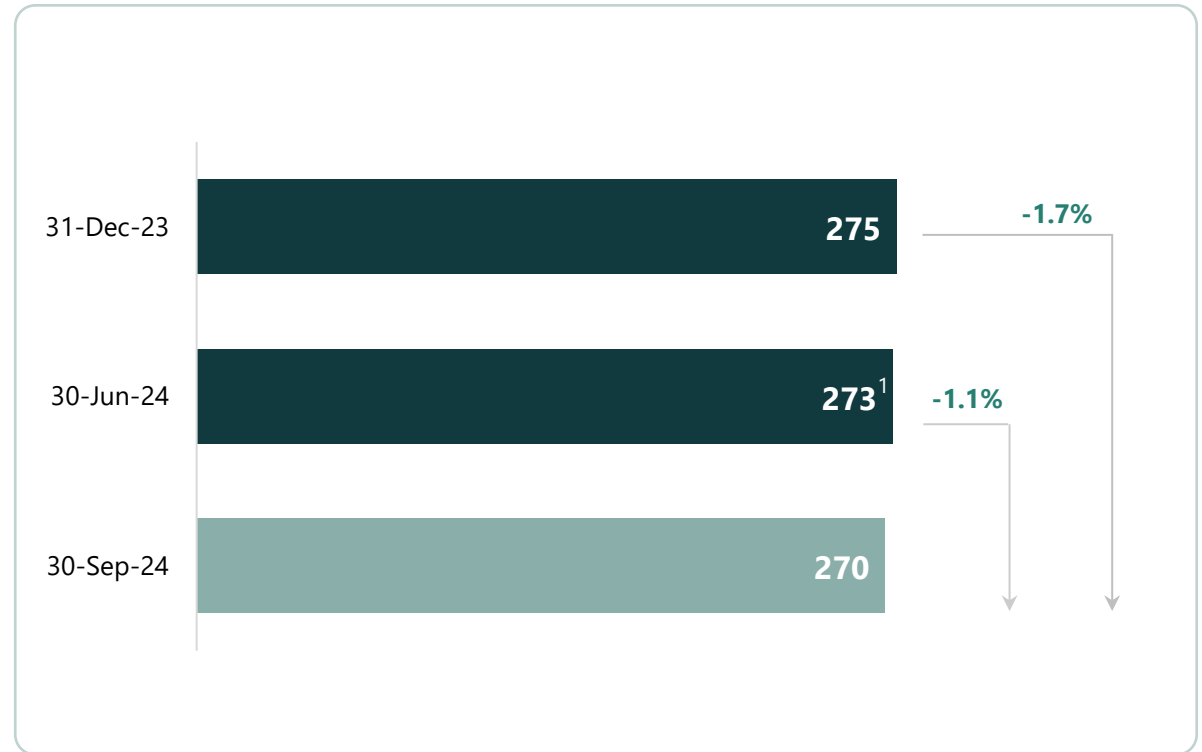
# AGGREGATED CASH BALANCE & NET OPERATING CASH FLOW DEVELOPMENT ACROSS PRIVATE PORTFOLIO



**TOTAL AGGREGATED NET OPERATING CASH FLOW**  
(GEL MILLION)



**TOTAL AGGREGATED CASH BALANCE OF PRIVATE BUSINESSES**  
(GEL MILLION)



ALL-TIME HIGH AGGREGATE QUARTERLY NET OPERATING CASH FLOWS OF GEL 102 MILLION, DOUBLING Y-O-Y IN 3Q24



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# NET CAPITAL COMMITMENT (NCC) OVERVIEW



**NCC RATIO IMPROVED BY 3.0 PPTS Q-O-Q (FLAT AT 15.9% Y-O-Y AS OF 30-SEP-24)**

➤ The decrease in the NCC ratio mainly reflects the robust dividend income of GEL 141.6 million recorded in 3Q24.

US\$ Million	30-Sep-23	Change (y-o-y)	30-Jun-24	Change (q-o-q)	30-Sep-24
Cash and liquid funds	37.5	-0.4%	25.1	48.5%	37.3
Loans issued	3.3	29.1%	4.1	5.7%	4.3
Accrued dividend income	-	NMF	-	NMF	10.6
Gross debt	(150.6)	0.2%	(154.0)	-2.0%	(150.9)
<b>Net debt (1)</b>	<b>(109.8)</b>	<b>-10.2%</b>	<b>(124.8)</b>	<b>-20.9%</b>	<b>(98.7)</b>
<b>Guarantees issued (2)</b>	<b>-</b>	<b>NMF</b>	<b>-</b>	<b>NMF</b>	<b>-</b>
<b>Net debt and guarantees issued (3)=(1)+(2)</b>	<b>(109.8)</b>	<b>-10.2%</b>	<b>(124.8)</b>	<b>-20.9%</b>	<b>(98.7)</b>
<b>Planned investments (4)</b>	<b>(47.3)</b>	<b>-5.1%</b>	<b>(45.4)</b>	<b>-1.1%</b>	<b>(44.9)</b>
<i>of which, planned investments in Renewable Energy</i>	(29.1)	-6.1%	(27.8)	-1.8%	(27.3)
<i>of which, planned investments in Education</i>	(18.3)	-3.3%	(17.7)	NMF	(17.7)
<b>Announced Buybacks (5)</b>	<b>-</b>	<b>NMF</b>	(15.3)	-47.5%	(8.0)
<b>Contingency/liquidity buffer (6)</b>	<b>(50.0)</b>	<b>NMF</b>	<b>(50.0)</b>	<b>NMF</b>	<b>(50.0)</b>
<b>Total planned investments, announced buybacks and contingency/liquidity buffer (7)=(4)+(5)+(6)</b>	<b>(97.3)</b>	<b>5.8%</b>	<b>(110.7)</b>	<b>-7.0%</b>	<b>(102.9)</b>
<b>Net capital commitment (3)+(7)</b>	<b>(207.2)</b>	<b>-2.7%</b>	<b>(235.5)</b>	<b>-14.4%</b>	<b>(201.6)</b>
<b>Portfolio value</b>	<b>1,299.0</b>	<b>-2.2%</b>	<b>1,242.7</b>	<b>2.2%</b>	<b>1,270.4</b>
<b>NCC ratio</b>	<b>15.9%</b>	<b>-</b>	<b>18.9%</b>	<b>-3.0 ppts</b>	<b>15.9%</b>

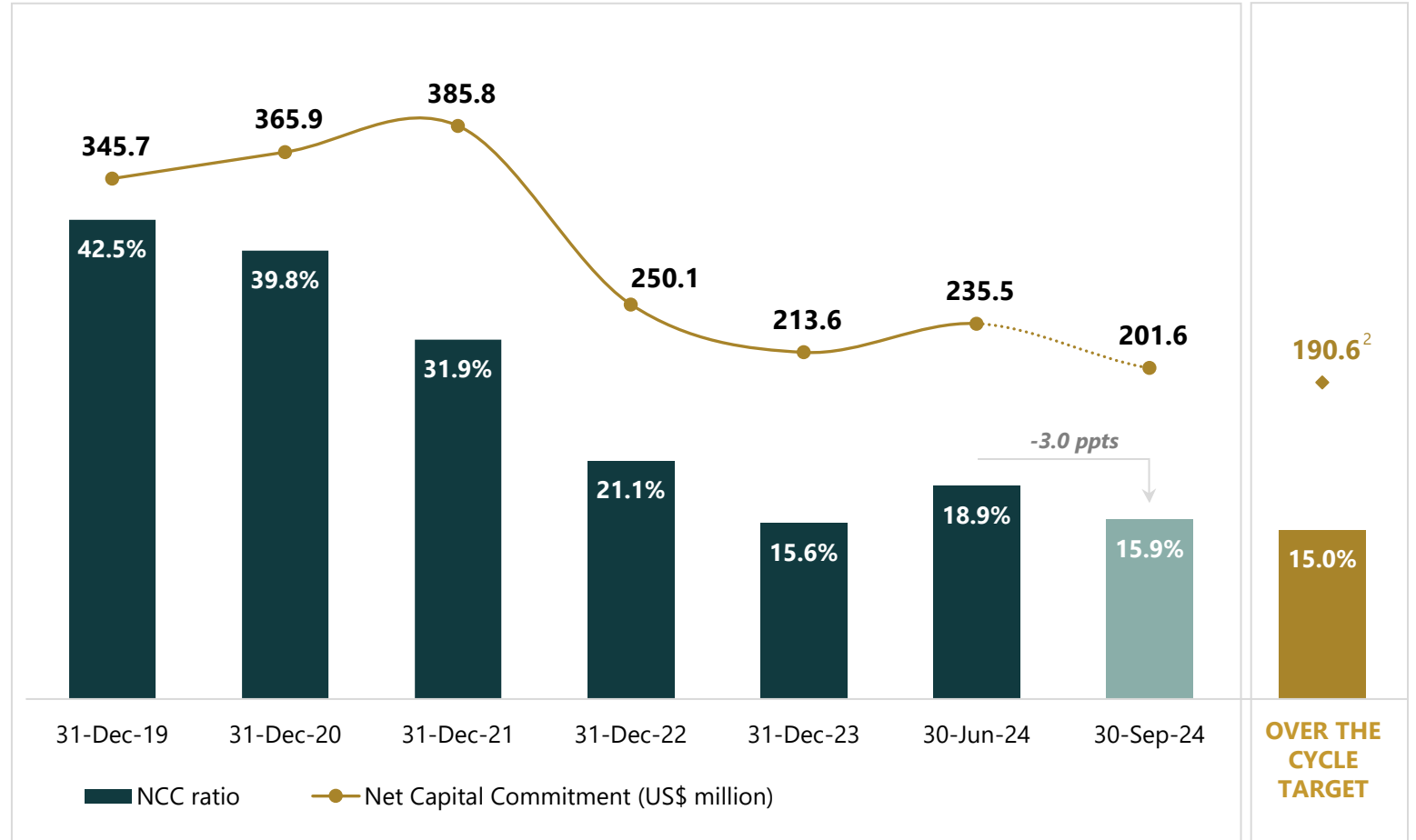


# NCC RATIO DEVELOPMENT OVERVIEW

**NCC REPRESENTS AN AGGREGATED VIEW OF ALL CONFIRMED, AGREED AND EXPECTED CAPITAL OUTFLOWS AT THE GCAP HOLDCO LEVEL**

*We are targeting to reduce the balance of "net debt and guarantees issued" close to zero over the medium-term*

NCC AND NCC RATIO DEVELOPMENT OVERVIEW<sup>1</sup>



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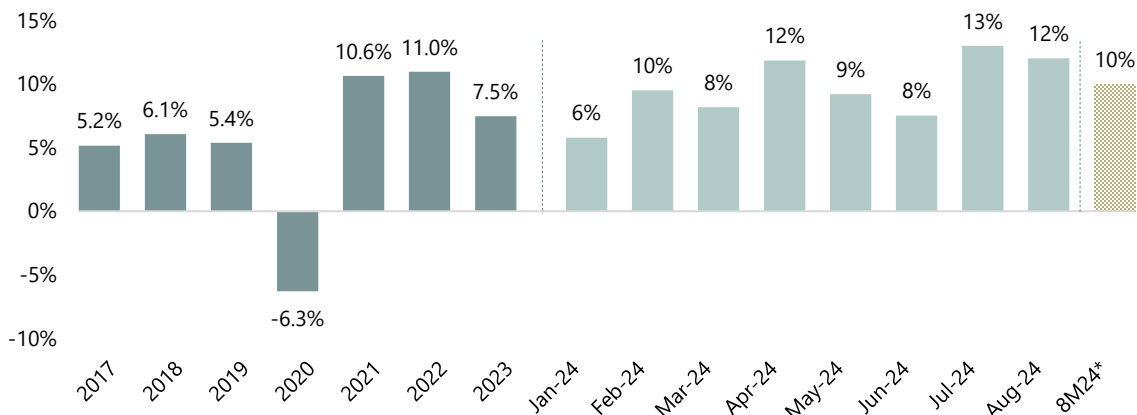
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# STRONG REAL GDP GROWTH IN 8M24, WITH INFLATION BELOW TARGET

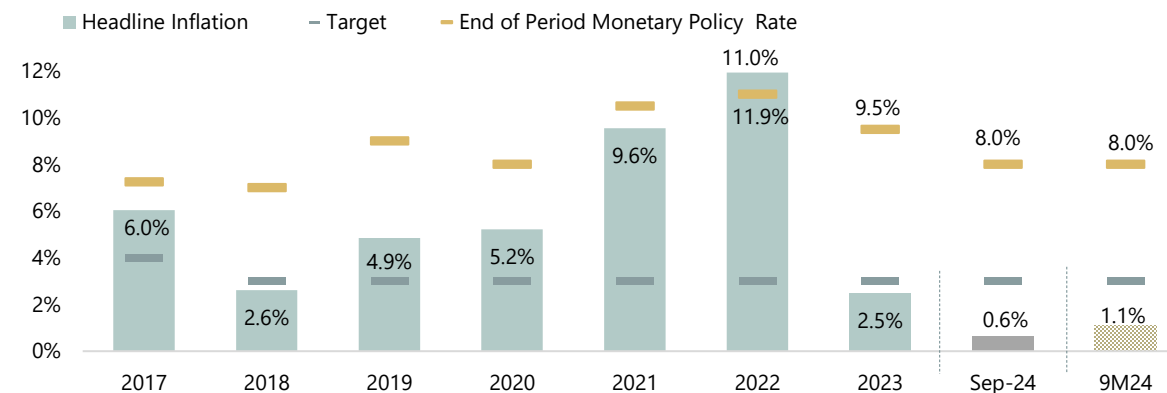


## GEORGIA'S ECONOMY CONTINUES TO EXPAND, WITH PRELIMINARY ECONOMIC GROWTH AT 10.0% Y-O-Y IN 8M24

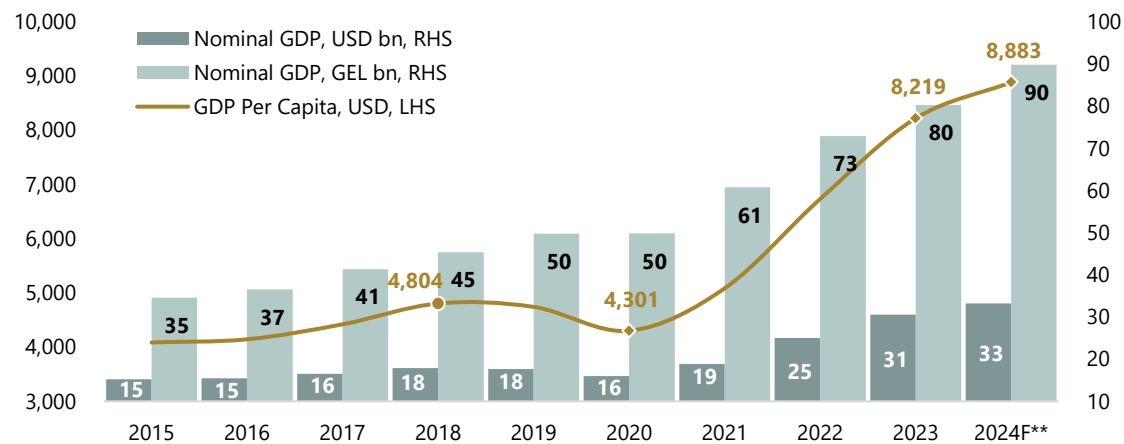


\* Preliminary estimate

## ANNUAL INFLATION BELOW THE 3% TARGET SINCE APRIL 2023, WITH SEPTEMBER 2024 INFLATION AT 0.6% Y-O-Y



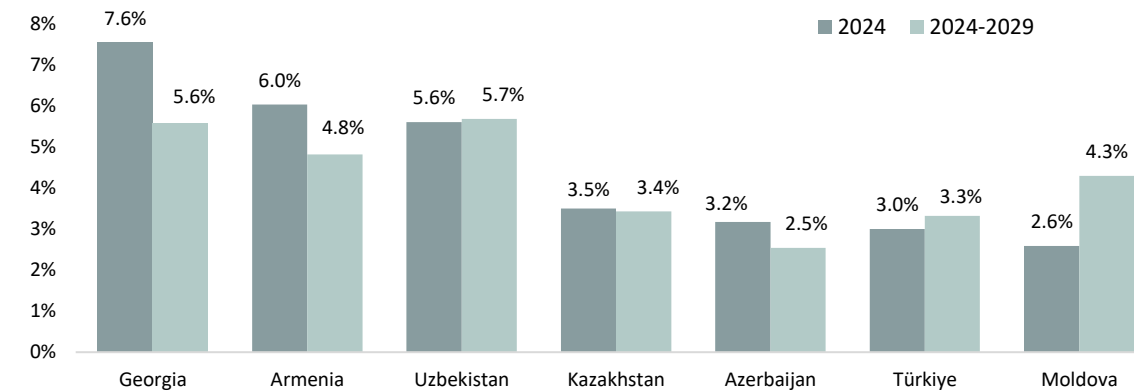
## NOMINAL GDP IN US DOLLARS IS EXPECTED TO EXCEED US\$ 33 BILLION IN 2024, MORE THAN DOUBLING FROM ITS 2020 LEVEL



\*\* IMF forecast

## GEORGIA CONTINUES TO BE ONE OF THE FASTEST GROWING ECONOMY IN OUR REGION | IMF (OCTOBER 2024)

### Projected real GDP growth rates, % | IMF

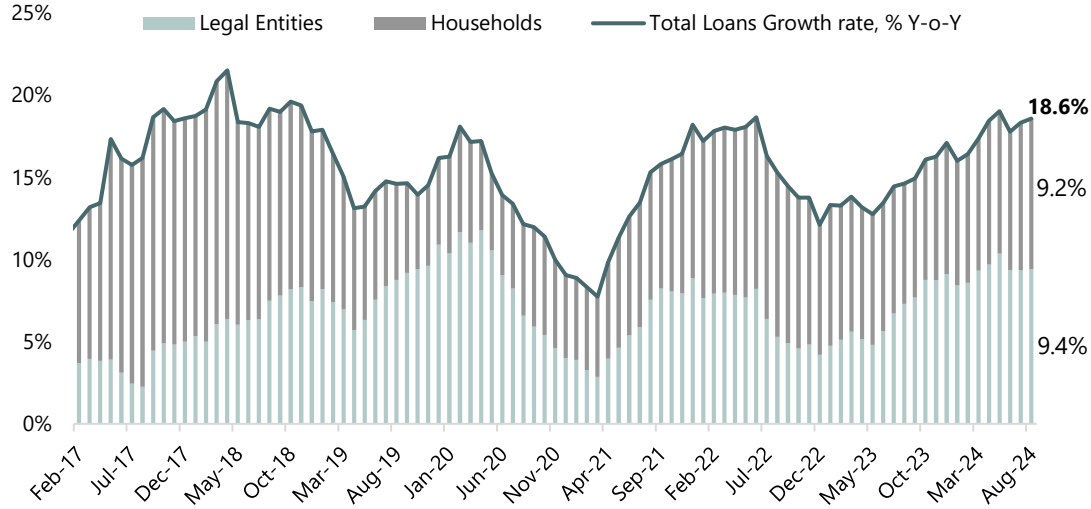




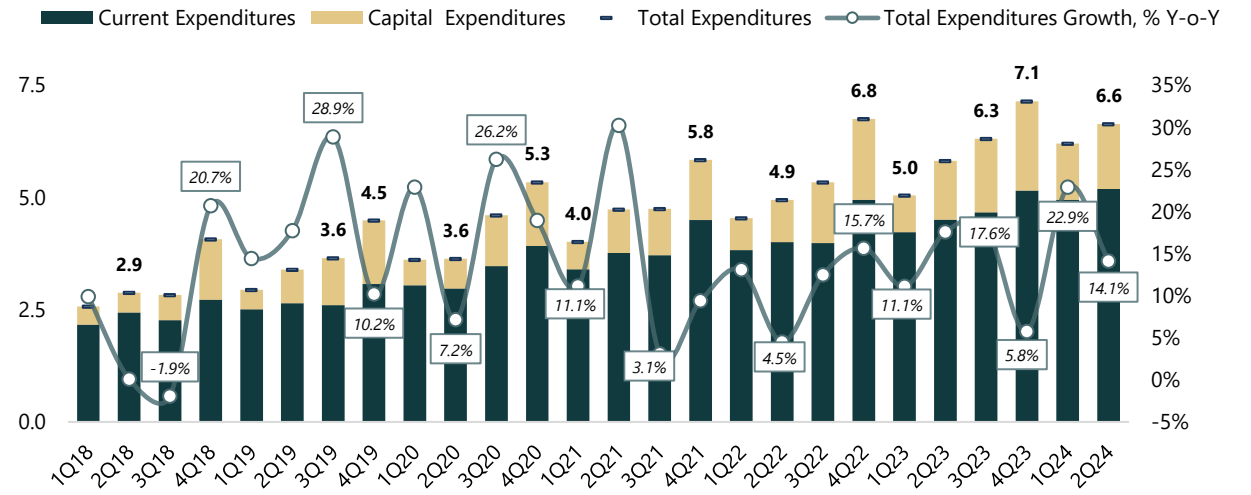
# STRONGER-THAN-EXPECTED ECONOMIC GROWTH IS SUPPORTED BY ROBUST DOMESTIC ACTIVITY AND RECOVERING EXTERNAL FLOWS



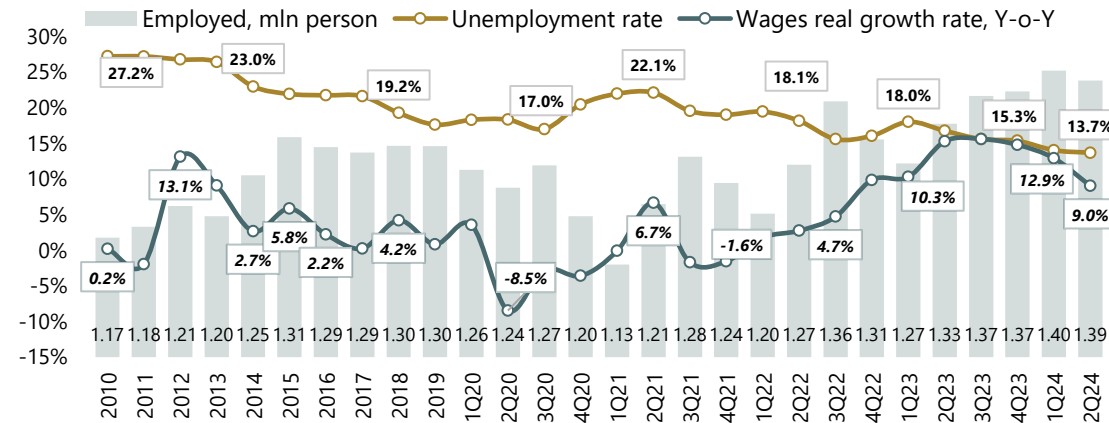
**LOANS GROWTH DECOMPOSITION BY SECTORS, (ON A CONSTANT CURRENCY BASIS)**



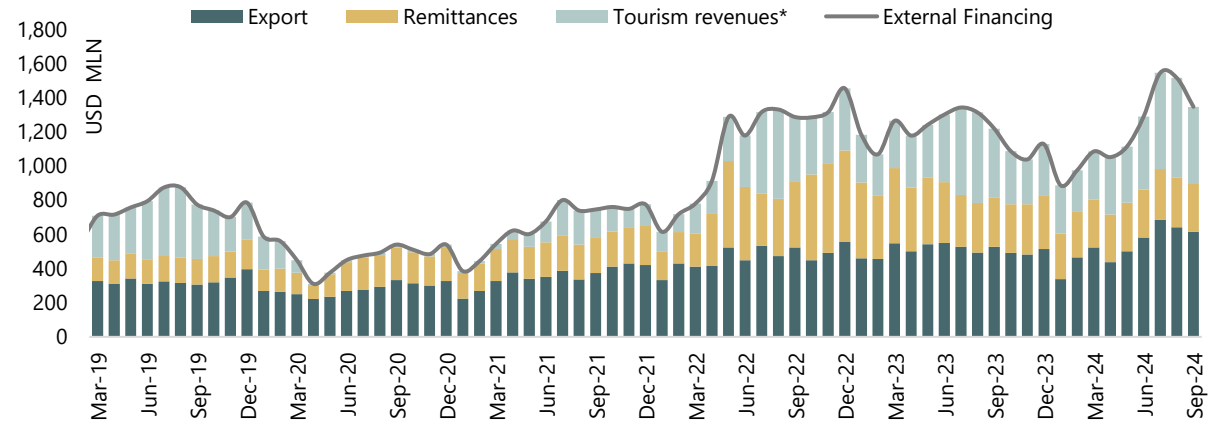
**GENERAL GOVERNMENT FISCAL EXPENSES, GEL BLN**



**THE UNEMPLOYMENT RATE REDUCED TO A RECORD LOW LEVEL OF 13.7% IN 2Q24, DRIVEN BY STRONG ECONOMIC GROWTH**



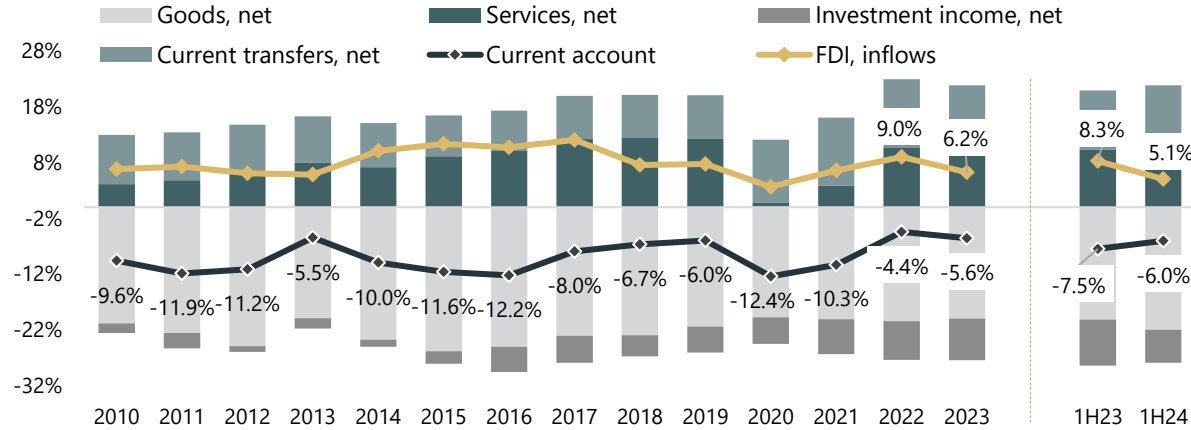
**FX INFLOWS REBOUNDED IN RECENT MONTHS DRIVEN BY THE BASE EFFECT**



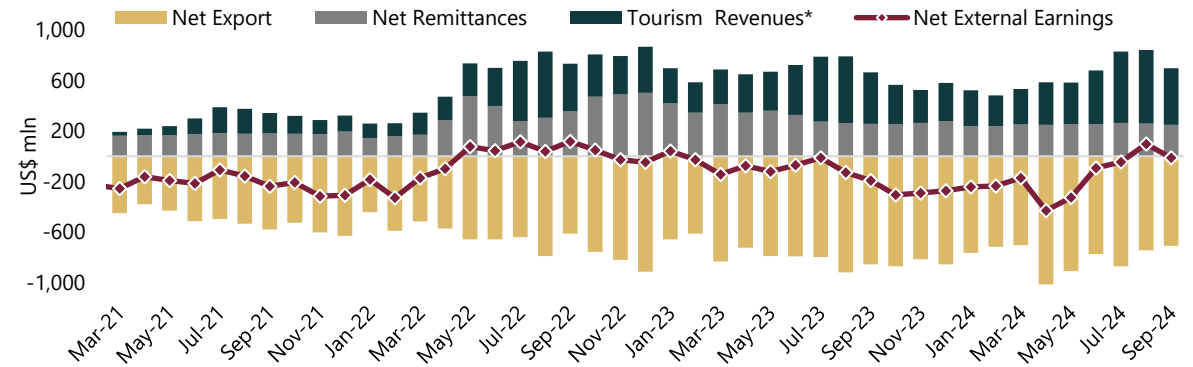
\*Quarterly Tourism data distribution between months since 3Q23 represents GCAP estimates. 3Q24 data of tourism revenue is estimated.

# DELEVERAGING UNDERWAY AS EXTERNAL BALANCE SHEET SHOWS SIGNIFICANT IMPROVEMENT

## CAB NARROWED TO -6.0% OF GDP, SUPPORTED BY GROWTH IN THE TRANSFER AND SERVICES BALANCE

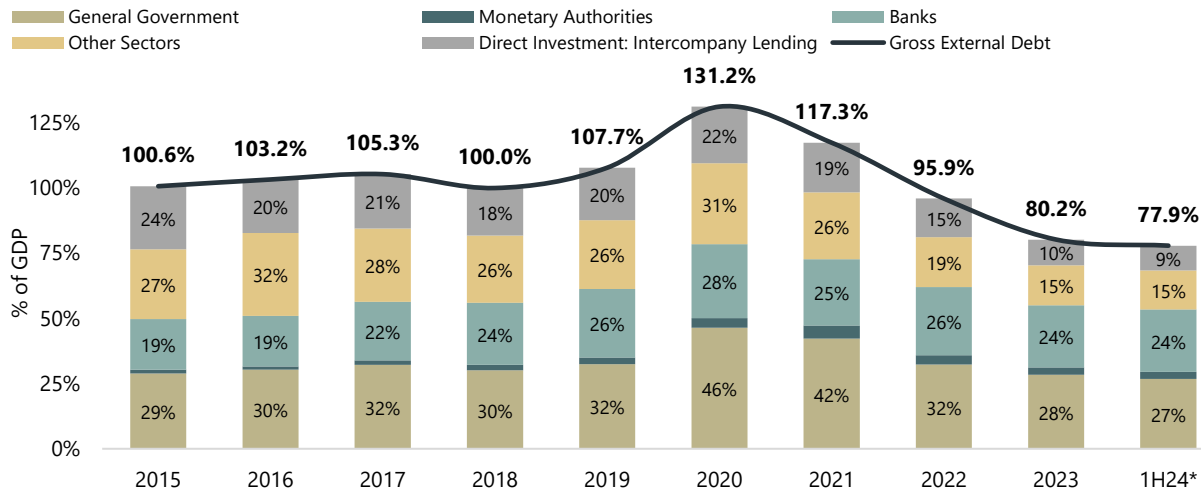


## NET EXTERNAL EARNINGS TURNED POSITIVE IN SUMMER AS SEASONAL FACTORS COME INTO PLAY



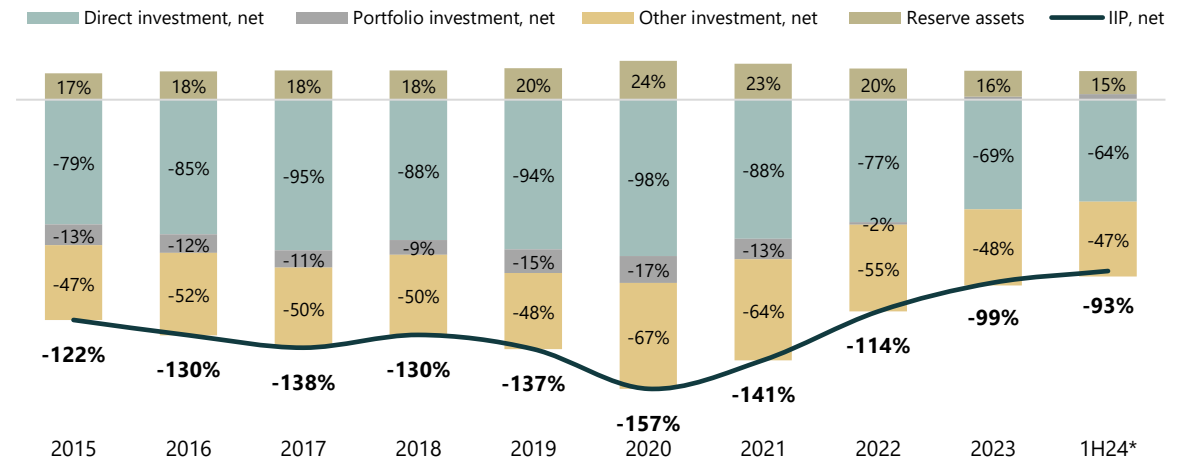
\*Quarterly Tourism data distribution between months since 3Q23 represents GCAP estimates. 3Q24 data of tourism revenue is estimated.

## GROSS EXTERNAL DEBT AS A PERCENT OF GDP REACHES ITS LOWEST LEVEL SINCE 2014



Georgia Capital PLC | Source: NBG, Geostat.

## INTERNATIONAL INVESTMENT POSITION (% of GDP) LOWEST SINCE 2012 ON THE BACK OF STRONG ECONOMIC GROWTH AND EXCHANGE RATE APPRECIATION



\* GDP data from the last four quarters is summed up to estimate the 1H24 indicator.

# OVERVIEW OF THE CONTINUED VOLATILITY IN MARKET SENTIMENT

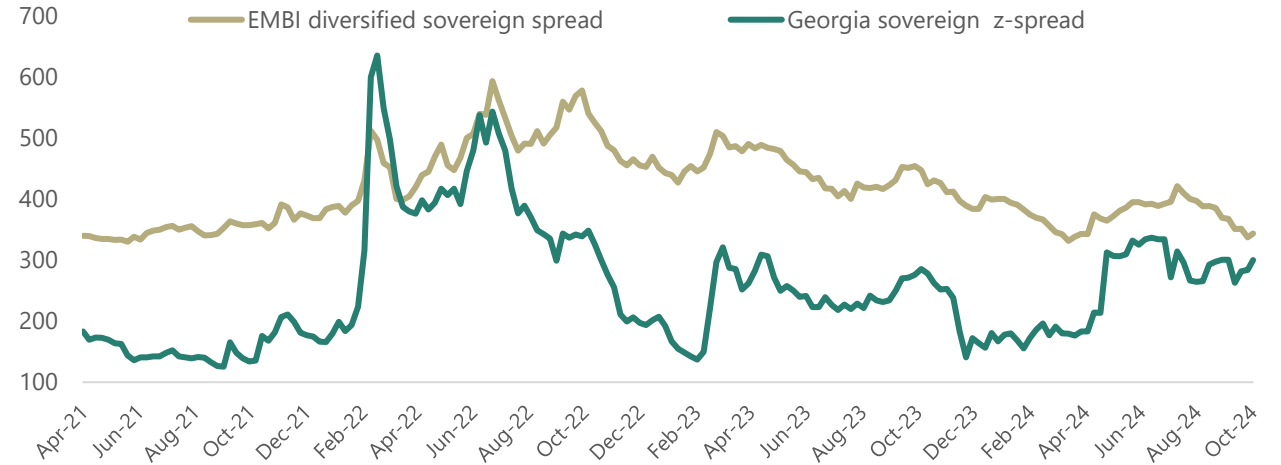


**DESPITE RECENT DEPRECIATION, THE GEL HAS SINCE RECOVERED ITS VALUE, SHOWING ONLY 1.1% YTD DEPRECIATION**

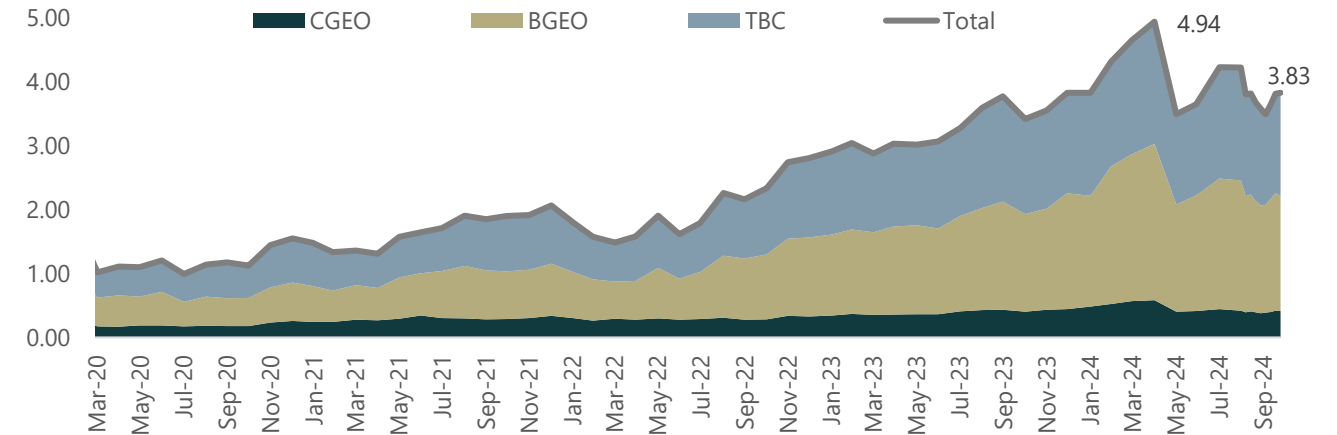


Georgia Capital PLC | Source: NBG, Bloomberg

**WIDENED SOVEREIGN SPREAD REFLECTS RECENT POLITICAL DEVELOPMENTS**



**POLITICAL DEVELOPMENTS ARE DRIVING VOLATILITY IN THE PRICES OF UK-LISTED GEORGIAN STOCKS (MARKET CAPITALISATION, US\$ BILLION)**

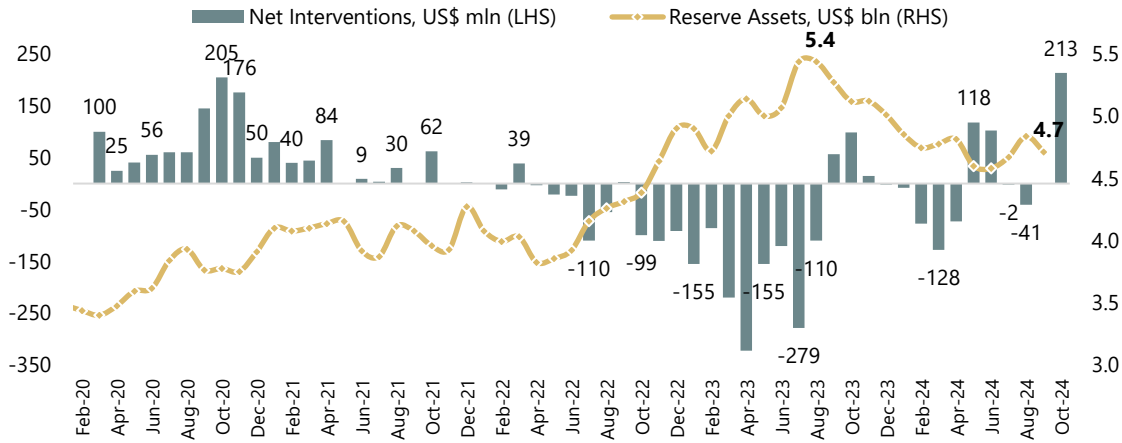




# MACRO POLICY STANCE CONTINUES TO BE APPROPRIATE

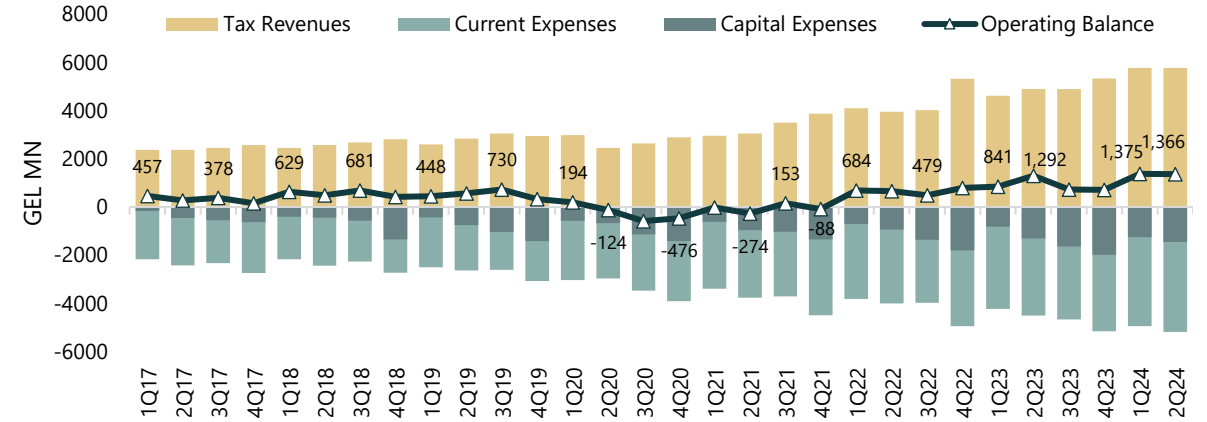


## NET NBG INTERVENTIONS ON THE FX MARKET AND OFFICIAL RESERVE ASSETS

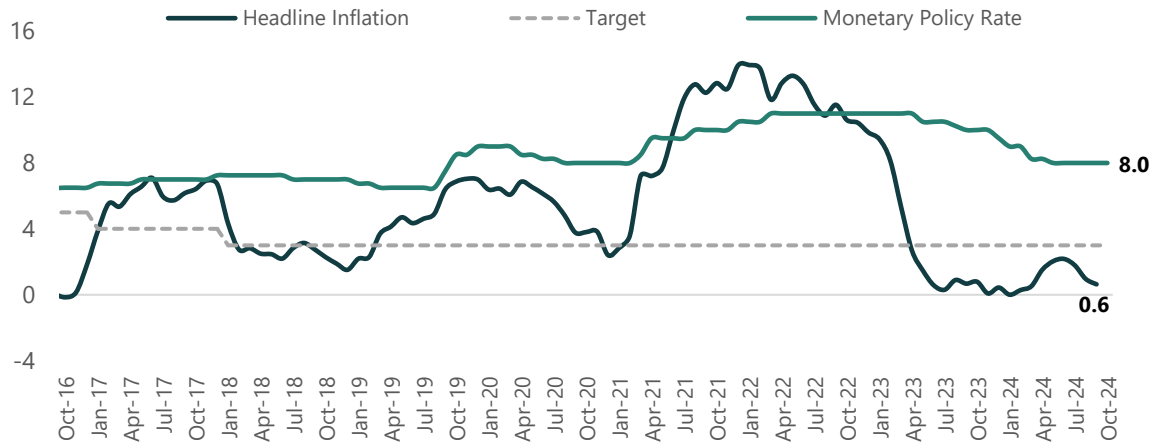


\* Sep-Oct-2024 data of net interventions doesn't include Bmatch platform interventions.

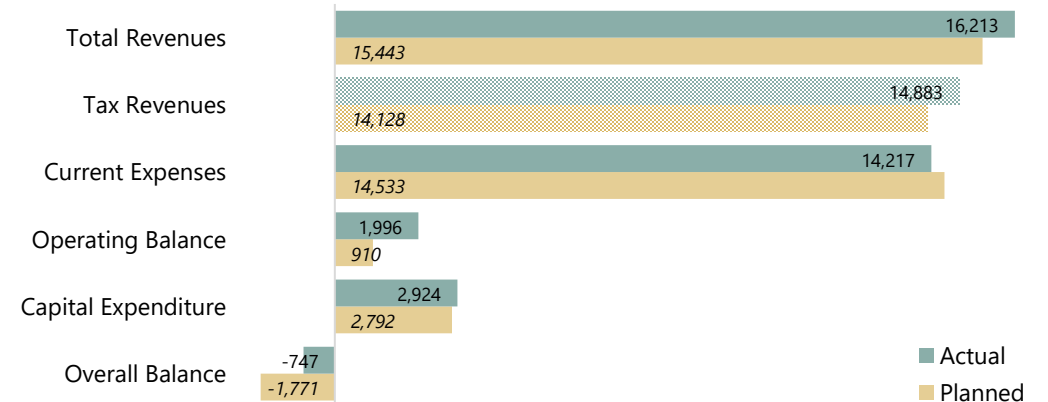
## THE OPERATING BALANCE SURGES DUE TO HIGHER-THAN-EXPECTED TAX REVENUE COLLECTION



## INFLATION Y-O-Y VS. INFLATION TARGET



## CENTRAL GOVERNMENT 9-MONTH BUDGET PERFORMANCE IN 9M24 (COMPARED TO THE PLANNED 9-MONTH BUDGET), GEL MLN





**MACROECONOMIC  
WRAP-UP**



**STRONG GDP PERFORMANCE**



**BELOW-TARGET INFLATION**



**EXTERNAL DEMAND IS SUPPORTING GROWTH AGAIN**



**ROBUST EXTERNAL BALANCE SHEET**



**MACROECONOMIC POLICY FRAMEWORK REMAINS  
APPROPRIATE**

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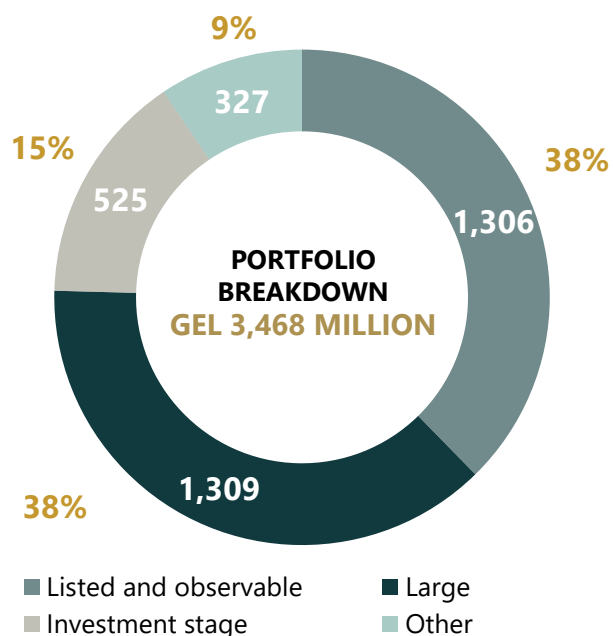




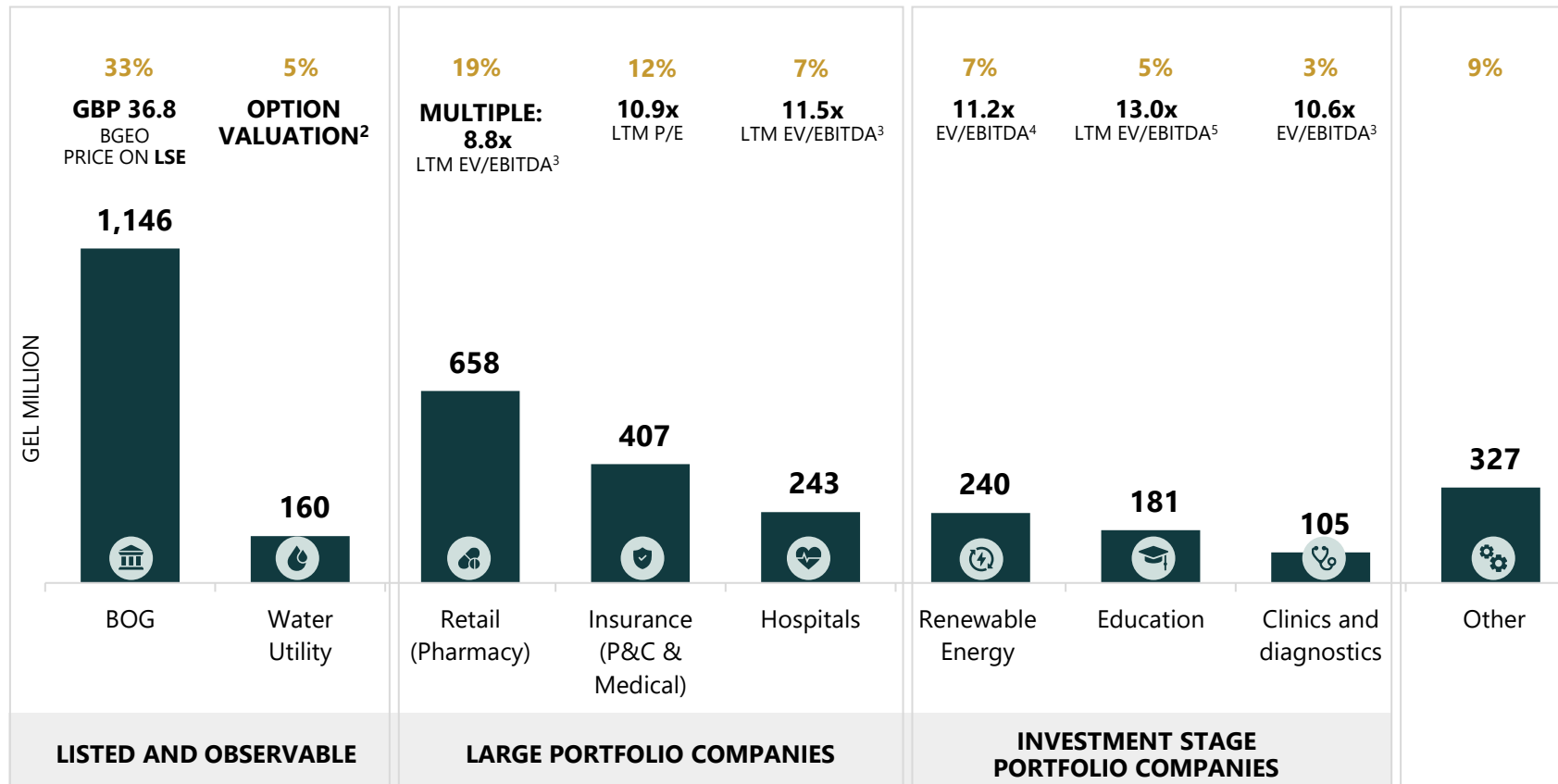
# PORTFOLIO VALUE AS OF 30-SEP-24



**91% OF OUR PORTFOLIO IS VALUED EXTERNALLY<sup>1</sup>**



## % SHARE IN TOTAL PORTFOLIO VALUE:



Georgia Capital PLC |

1. The independent valuations of the large and investment portfolio companies are performed on a semi-annual basis. In 3Q24, our private large and investment portfolio companies were valued internally by incorporating 3Q24 results, in line with IPEV guidelines and methodology deployed in 1H24 by a third-party independent valuation firm.
2. The valuation of Water Utility in 3Q24 reflects the application of the put option valuation to GCAP's 20% holding in the business.
3. LTM EV/EBITDA multiples for Retail (Pharmacy), Hospitals and Clinics & Diagnostics are presented including IFRS 16 as of 30-Sep-24.
4. Blended multiple for the operational assets of Renewable Energy is 11.2x, while other pipeline projects are stated at cost.
5. The forward-looking implied valuation multiple is estimated at 10.5x for the 2024-2025 academic year.

# PORTFOLIO VALUE DEVELOPMENT IN 3Q24



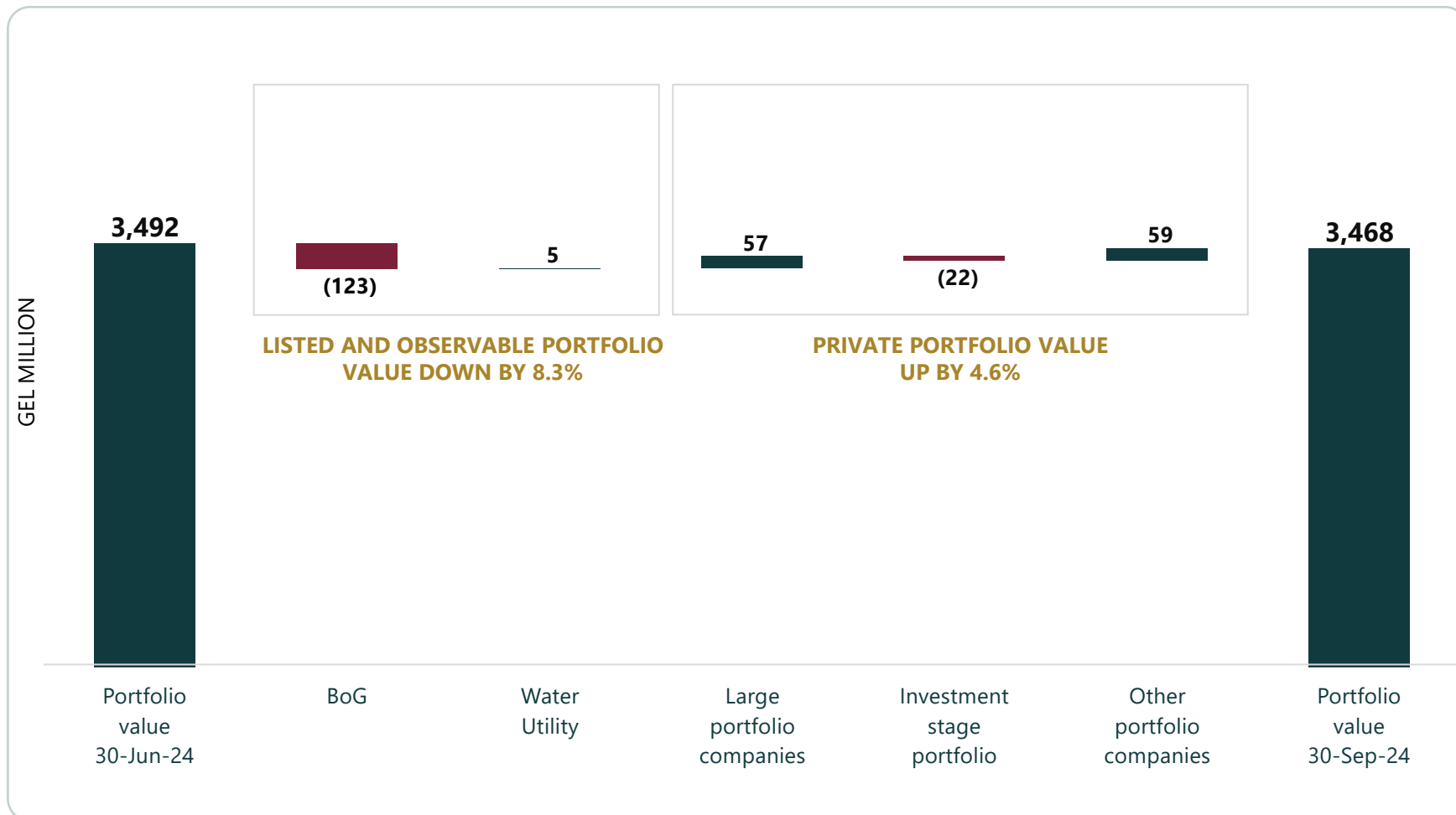
**PORTFOLIO VALUE DOWN  
0.7% Q-O-Q TO GEL 3.5  
BILLION IN 3Q24**

## PRIVATE PORTFOLIO VALUE CREATION IN 3Q24

PRIVATE PORTFOLIO	VALUE CREATION
-------------------	----------------

**GEL million**

Others	62.9
Retail (Pharmacy)	38.5
Insurance (P&C & Medical)	22.6
Renewable Energy	4.5
Hospitals	1.9
Clinics and diagnostics	(3.3)
Education	(12.5)
<b>Total</b>	<b>114.5</b>



# RETAIL (PHARMACY) BUSINESS OPERATING PERFORMANCE OVERVIEW

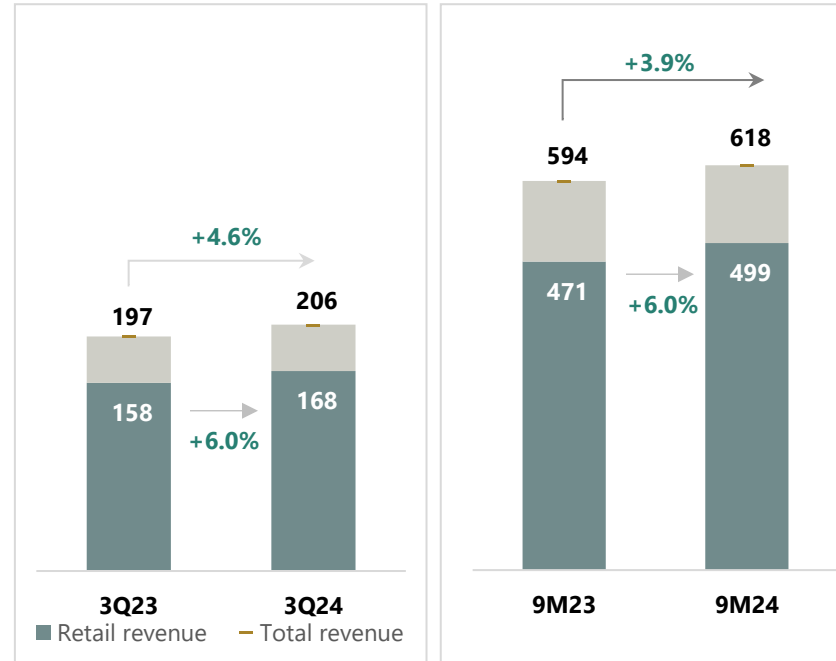


## RETAIL (PHARMACY)

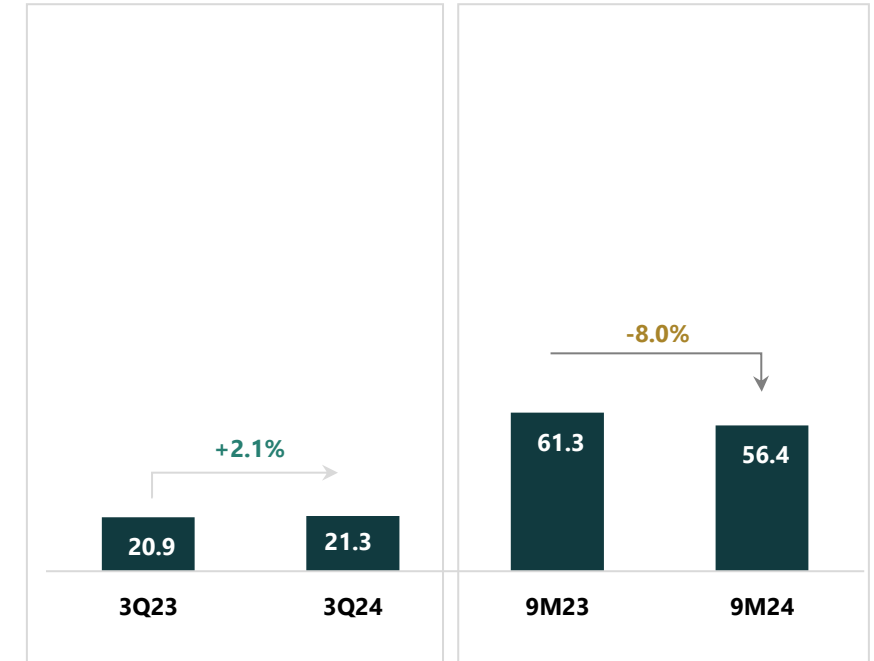
### KEY DRIVERS

- Total revenue growth in 3Q24 mainly reflects a 6.0% y-o-y increase in retail revenues, driven by significant recent expansion of the retail chain and increased sales and profitability of para-pharmacy products.
- Gross profit up 10.1% to GEL 65.1 million and gross profit margin improved by 1.6 ppts to 31.6%, y-o-y, in 3Q24.
- Operating expenses were up 14.4% y-o-y in 3Q24 due to increased rent and salary costs related to the expansion and the launch of a new warehouse at the end of 2023.

### REVENUE DEVELOPMENT



### EBITDA<sup>1</sup> DEVELOPMENT



### KEY OPERATING HIGHLIGHTS

	3Q23	vs.	3Q24	Change y-o-y	9M23	vs.	9M24	Change y-o-y
# of pharmacies & franchise stores	407		434	+27	407		434	+27
Same store revenue growth	3.6%		-2.0%	-5.6 ppts	0.8%		-2.5%	-3.3 ppts
# of bills issued (mln)	7.6		7.7	+1.3%	23.1		23.6	+2.2%
Average bill size	19.8		20.7	+4.3%	19.3		20.0	+3.5%



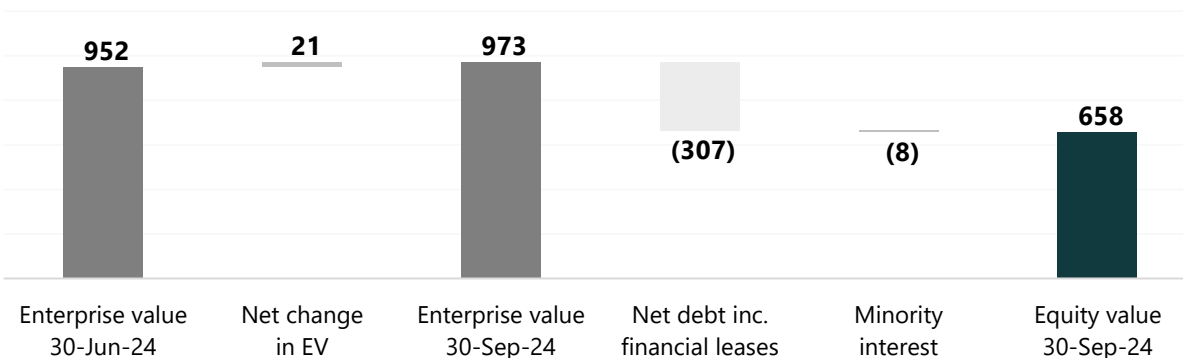


# RETAIL (PHARMACY) BUSINESS VALUATION OVERVIEW

## VALUE DEVELOPMENT OVERVIEW | 3Q24

(GEL MILLION)

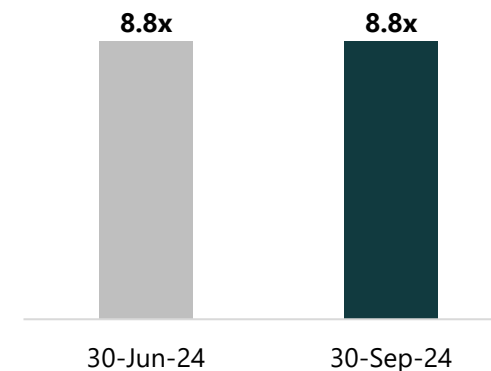
Change q-o-q



## VALUATION HIGHLIGHTS<sup>1</sup>

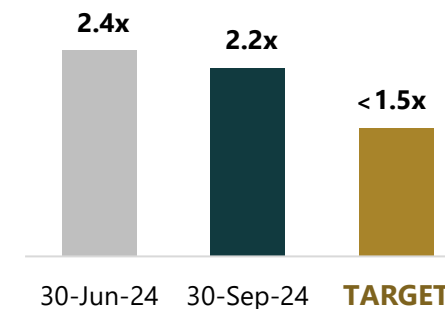
GEL million, unless noted otherwise	YTD PROGRESS				
	30-Sep-24	30-Jun-24	Change	31-Dec-23	Change
Enterprise value	972.6	951.6	21.0	1,043.8	(71.2)
LTM EBITDA	111.0	108.3	2.7	107.6	3.4
Implied EV/EBITDA multiple	8.8x	8.8x	-	9.7x	(0.9)x
Net debt inc. lease liabilities	(306.9)	(324.8)	17.9	(322.2)	15.3
Equity value of GCAP's share	658.2	619.3	38.9	714.0	(55.8)

## IMPLIED LTM EV/EBITDA DEVELOPMENT



## ADJUSTED NET DEBT TO EBITDA<sup>2</sup>

(excl. IFRS 16)



# INSURANCE BUSINESS OPERATING PERFORMANCE OVERVIEW



## INSURANCE

### KEY DRIVERS

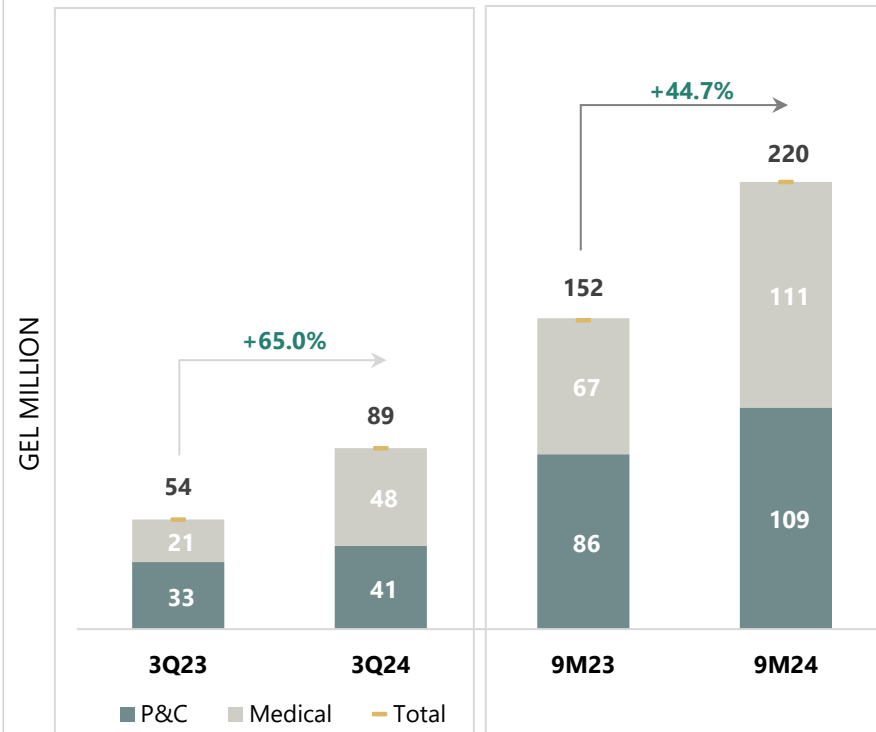
#### P&C Insurance

- The increase in insurance revenue is mainly driven by the growth in the motor, agricultural and credit life insurance lines.
- The combined ratio of the P&C insurance decreased by 15.1 pts y-o-y in 3Q24, mainly resulting from an improved loss ratio following the absence of several abnormal loss events observed during 3Q23.

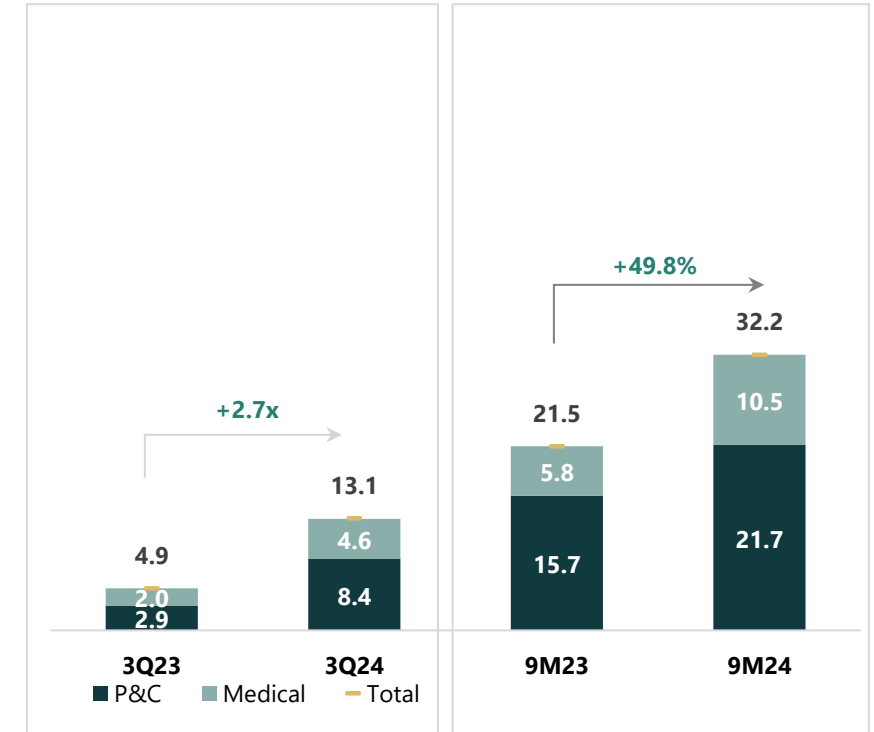
#### Medical Insurance

- The increase in medical insurance revenue reflects c.10% increase in insurance policy prices as well as the positive impact of the acquisition of Ardi's insurance portfolio in April 2024, contributing GEL 21.4 million to the 3Q24 y-o-y revenue growth (GEL 2.4 million contribution to the pre-tax profit growth).
- The combined ratio of Medical Insurance improved by 3.3 pts in 3Q24, reflecting the strong topline growth of the business as well as the consolidation of Ardi's portfolio.

### INSURANCE REVENUE



### PRE-TAX PROFIT DEVELOPMENT



### KEY OPERATING HIGHLIGHTS

#### P&C Insurance

	3Q23	vs.	3Q24	Change y-o-y
Gross premium written (MGEL)	50,112		59,268	+18.3%
Combined ratio	99.5%		84.4%	-15.1 pts
Number of policies written	87,146		96,620	+10.9%

#### Medical Insurance

Gross premium written (MGEL)	15,478		41,530	+2.7x
Combined ratio	94.6%		91.3%	-3.3 pts
Number of individuals insured	170,512		359,367	+2.1x

	9M23	vs.	9M24	Change y-o-y
Gross premium written (MGEL)	129,672		159,259	+22.8%
Combined ratio	89.7%		86.5%	-3.2 pts
Number of policies written	242,194		269,318	+11.2%

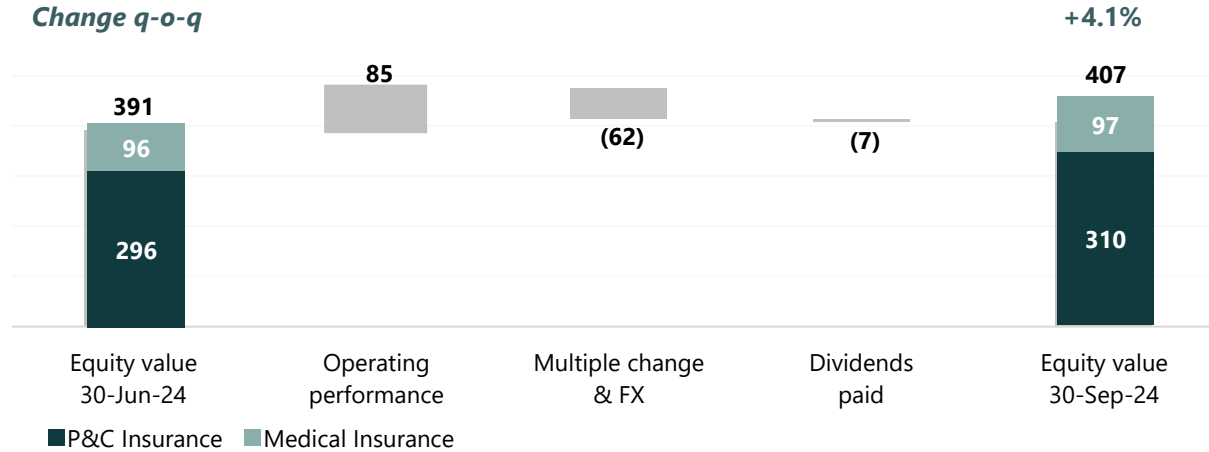
Gross premium written (MGEL)	75,830		129,914	+71.3%
Combined ratio	95.5%		92.4%	-3.1 pts
Number of individuals insured	170,512		359,367	+2.1x



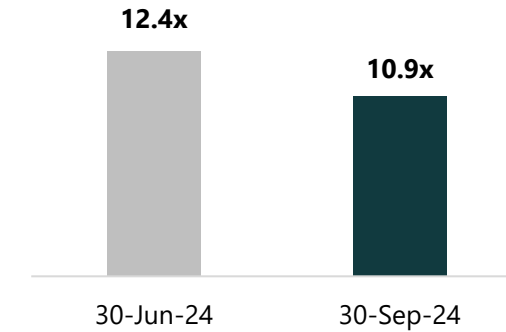
# INSURANCE BUSINESS VALUATION OVERVIEW

## VALUE DEVELOPMENT OVERVIEW | 3Q24 (GEL MILLION)

Change q-o-q



## IMPLIED LTM P/E MULTIPLE DEVELOPMENT

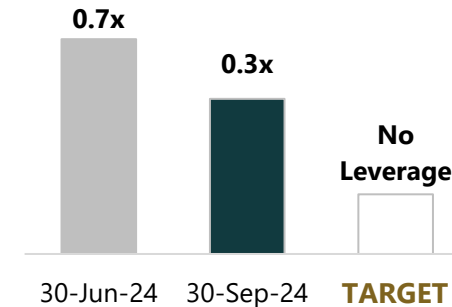


## VALUATION HIGHLIGHTS<sup>1</sup>

YTD PROGRESS

GEL million, unless noted otherwise	30-Sep-24	30-Jun-24	Change	31-Dec-23	Change
LTM pre-tax profit <sup>3</sup>	37.5	31.5	6.0	30.4	7.1
Implied P/E multiple	10.9x	12.4x	(1.5)x	12.4x	(1.5)x
Equity value	407.4	391.5	15.9	377.9	29.5
LTM ROAE <sup>2</sup> – P&C Insurance	32.9%	26.6%	6.3 ppts	24.4%	8.5 ppts
LTM ROAE <sup>2</sup> – Medical Insurance	32.9%	22.4%	10.5 ppts	17.2%	15.7 ppts

## NET DEBT TO EBITDA



**Georgia Capital PLC | 1.** The independent valuations of the large and investment portfolio companies are performed on a semi-annual basis. In 3Q24, our private large and investment portfolio companies were valued internally by incorporating 3Q24 results, in line with IPEV guidelines and methodology deployed in 1H24 by a third-party independent valuation firm. **2.** Calculated based on average equity, adjusted for preferred shares. **3.** Adjusted for non-recurring items.

# HOSPITALS BUSINESS OPERATING PERFORMANCE OVERVIEW

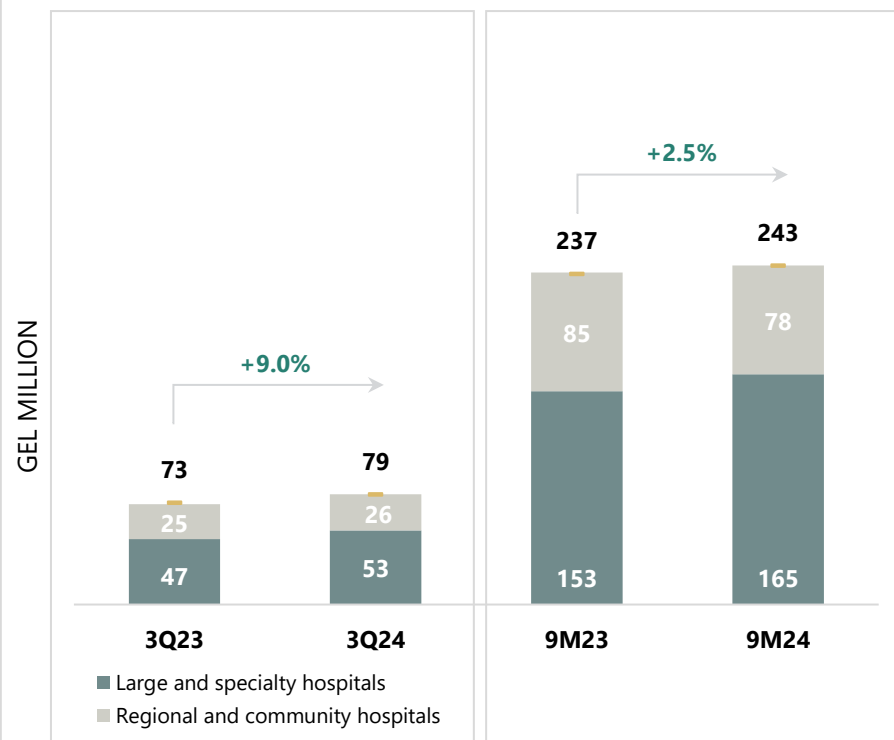


## HOSPITALS

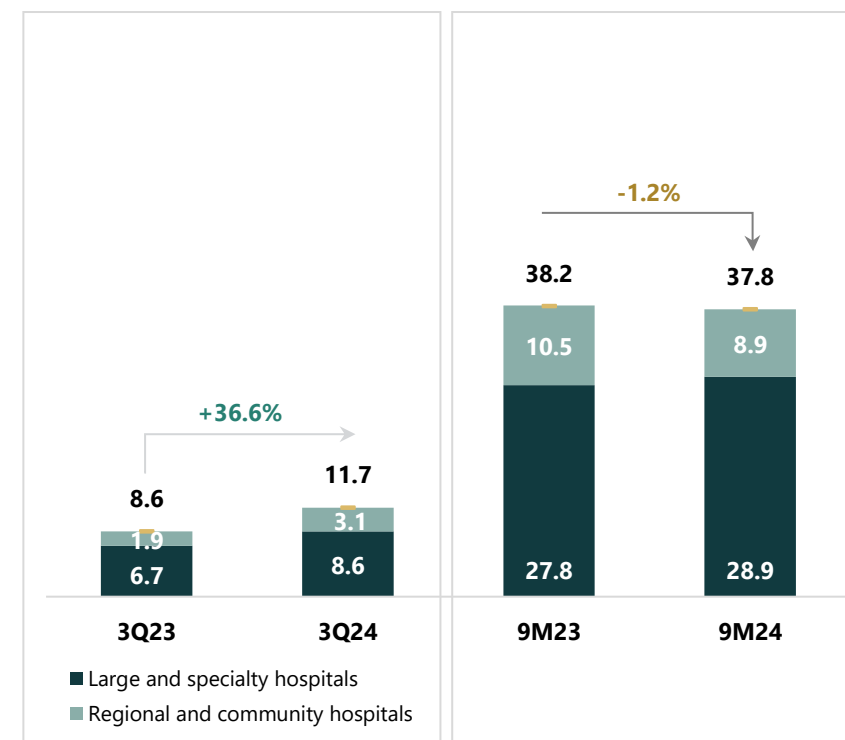
### KEY DRIVERS

- Total revenue increase in 3Q24 reflects the business' gradual return to its normal operational levels following mandatory regulatory renovations across all hospitals, most of which occurred between the second half of 2023 and the first half of 2024. These renovations led to the phased closure of certain sections of our healthcare facilities, resulting in reduced patient intake during that period.
- The gross profit margin also improved in 3Q24 (up 2.0 ppts y-o-y to 33.3%), reflecting the increased demand for high-margin outpatient services – a key strategic growth area for the business that has helped mitigate the impact of new regulations.
- Adjusted for the sale of Batumi Hospital in 4Q23, the combined revenue and EBITDA were up by 15.5% and 39.4% y-o-y in 3Q24, respectively.**

### REVENUE DEVELOPMENT<sup>1</sup>



### EBITDA<sup>2</sup> DEVELOPMENT



### KEY OPERATING HIGHLIGHTS

Metric	3Q23 vs. 3Q24			9M23 vs. 9M24		
	3Q23	3Q24	Change y-o-y	9M23	9M24	Change y-o-y
<b>Bed occupancy rate</b>						
Large and specialty hospitals	51.9%	62.9%	+11.0 ppts	56.0%	65.9%	+9.9 ppts
Regional and community hospitals	37.8%	49.3%	+11.5 ppts	43.8%	58.2%	+14.4 ppts
<b>Number of admissions</b>						
Large and specialty hospitals	142.7	180.5	+26.5%	443.1	521.6	+17.7%
Regional and community hospitals <sup>3</sup>	225.8	201.5	-10.8%	704.5	643.6	-8.6%

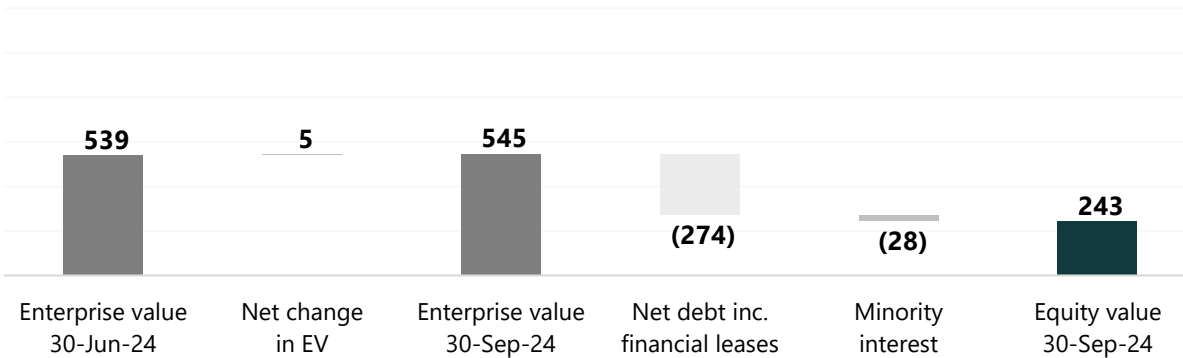




# HOSPITALS BUSINESS VALUATION OVERVIEW

## VALUE DEVELOPMENT OVERVIEW | 3Q24 (GEL MILLION)

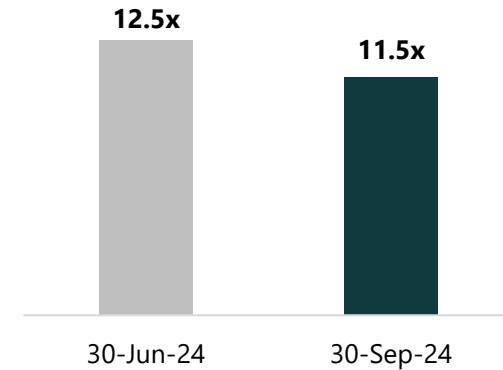
Change q-o-q +1.0% +1.1% +0.0% +0.9%



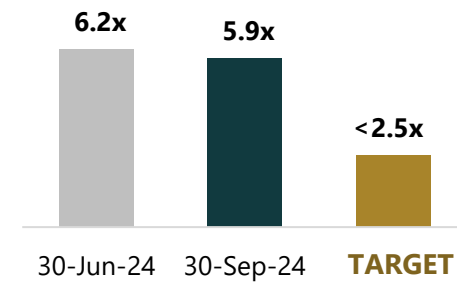
## VALUATION HIGHLIGHTS<sup>1</sup>

GEL million, unless noted otherwise	YTD PROGRESS				
	30-Sep-24	30-Jun-24	Change	31-Dec-23	Change
Enterprise value	544.5	539.3	5.2	618.9	(74.4)
LTM EBITDA	47.1	43.0	4.1	44.8	2.3
Implied EV/EBITDA multiple	11.5x	12.5x	(1.0)x	13.8x	(2.3)x
Net debt inc. lease liabilities	(273.8)	(270.7)	(3.1)	(241.1)	(32.7)
Equity value of GCAP's share	243.3	241.0	2.3	344.4	(101.1)

## IMPLIED LTM EV/EBITDA DEVELOPMENT



## NET DEBT TO EBITDA (excl. IFRS 16)



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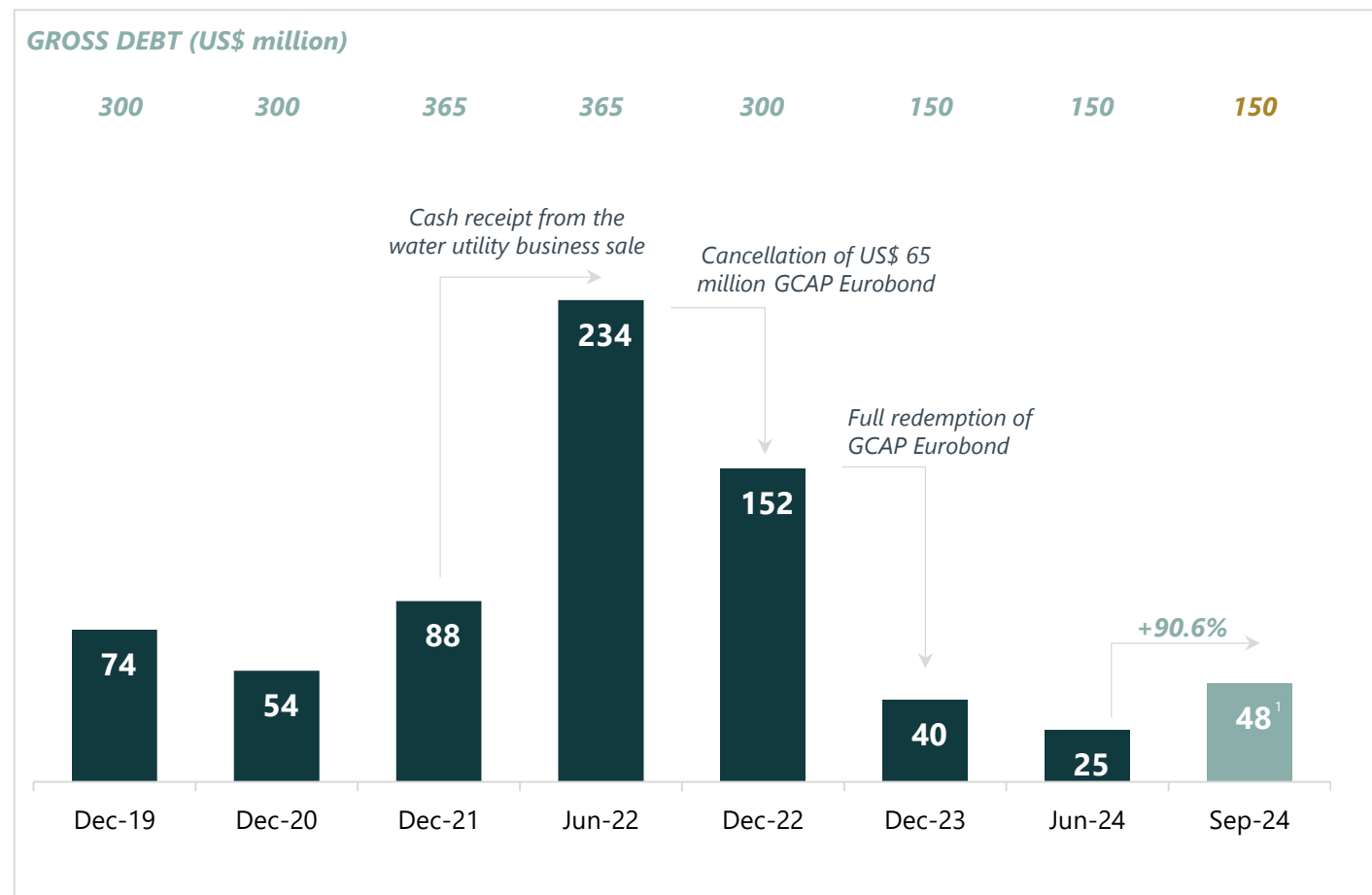
- 01 KEY DEVELOPMENTS IN 3Q24 & 9M24
- 02 MACROECONOMIC UPDATE | GEORGIA
- 03 3Q24 & 9M24 PORTFOLIO RESULTS AND VALUATIONS OVERVIEW
- 04 LIQUIDITY AND DIVIDEND INCOME OUTLOOK**
- 05 WRAP-UP
- 06 ANNEX



# LIQUIDITY OUTLOOK

## LIQUIDITY DEVELOPMENT OVERVIEW

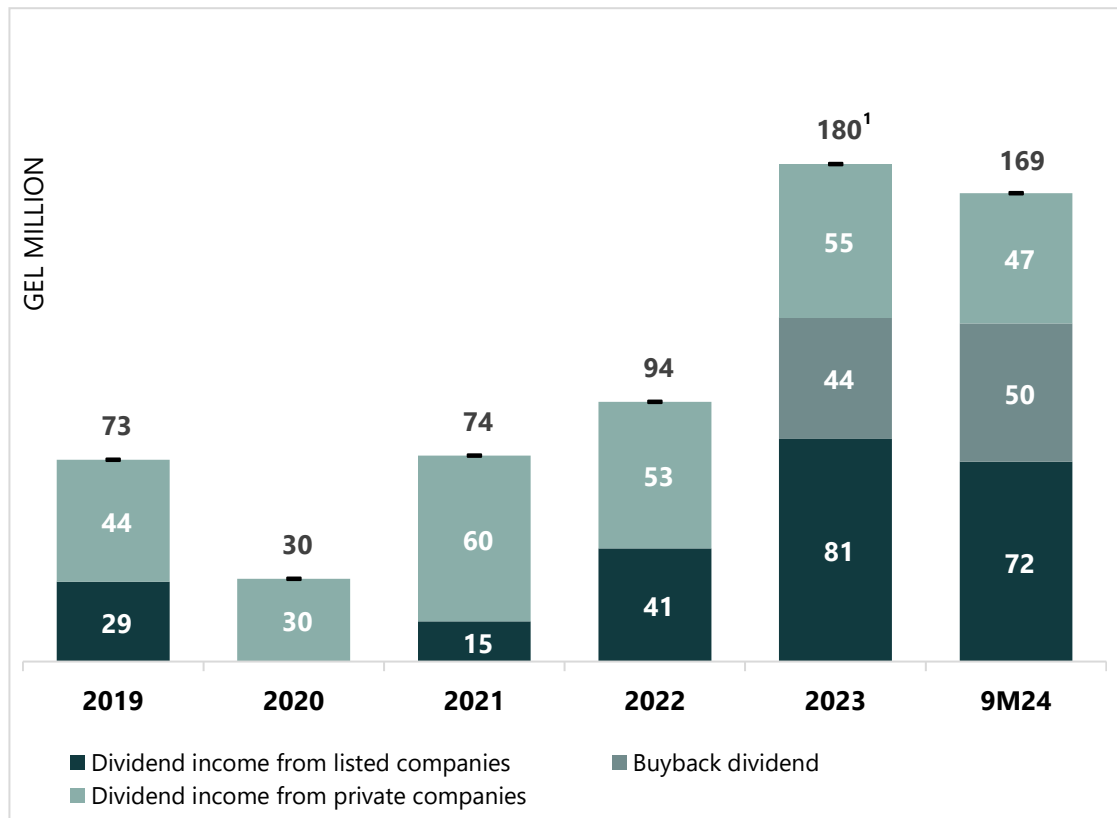
(US\$ MILLION)



**LIQUIDITY UP BY 90.6% IN 3Q24, REFLECTING STRONG DIVIDEND INFLOWS DURING THE QUARTER**

# DIVIDEND INCOME OUTLOOK

## RECURRING CASH DIVIDEND INCOME FROM PORTFOLIO COMPANIES



➤ In 3Q24, GCAP recorded an additional one-off buyback dividend income of **GEL 22.6 million** from temporarily reducing our stake in BoG to 19.1% in 3Q24 (from our targeted holding level of 19.5%)

### GEL 191.9 MILLION DIVIDEND INCOME IN 9M24

DIVIDEND INCOME (GEL million)	3Q24	9M24
BOG (recurring cash and buyback dividends)	96.3	122.2
BOG (one-off buyback dividend)	22.6	22.6
Renewable Energy	12.3	12.3
P&C Insurance	6.8	16.5
Beverages (beer business)	3.7	8.3
Retail (Pharmacy)	-	10.0
<b>TOTAL</b>	<b>141.6</b>	<b>191.9</b>

### SOLID RECURRING DIVIDEND INCOME OUTLOOK IN 2024

**c.180**  
GEL MILLION



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# SOLID PERFORMANCE ACROSS OUR PORTFOLIO



## PERFORMANCE HIGHLIGHTS

✓	Sale of an 80% holding (an effective 73.9% equity stake) in the beer and distribution business to Royal Swinkels at a premium to the business' investment value as at 30-Jun-24, validating GCAP's NAV and marking the delivery of our key strategic priorities
✓	NAV per share (GEL) up 6.2% in 3Q24, reflecting the overall strong operating performance of our private portfolio companies and the sale of the beer and distribution business
✓	Record recurring quarterly dividend income of GEL 119.0 million in 3Q24, driving the 3.0 ppts improvement in the NCC ratio to 15.9% as at 30-Sep-24
✓	Record aggregated quarterly revenues of GEL 584.2 million, up 11.9% y-o-y, with a 16.5% y-o-y increase in EBITDA in 3Q24
✓	All-time high aggregate quarterly net operating cash flows of GEL 102.4 million, more than doubling y-o-y in 3Q24
✓	2.0 million shares repurchased during 3Q24 and October 2024 (total bought back since demerger now 10.8 million shares (US\$ 123.3 million cost), representing 22.5% of GCAP's peak issued share capital)

## OUTLOOK

➔	Significant value creation potential, supported by our robust capital return programme
➔	Substantial progress on deleveraging
➔	Strong economic growth outlook



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# RENEWABLE ENERGY BUSINESS OPERATING PERFORMANCE OVERVIEW

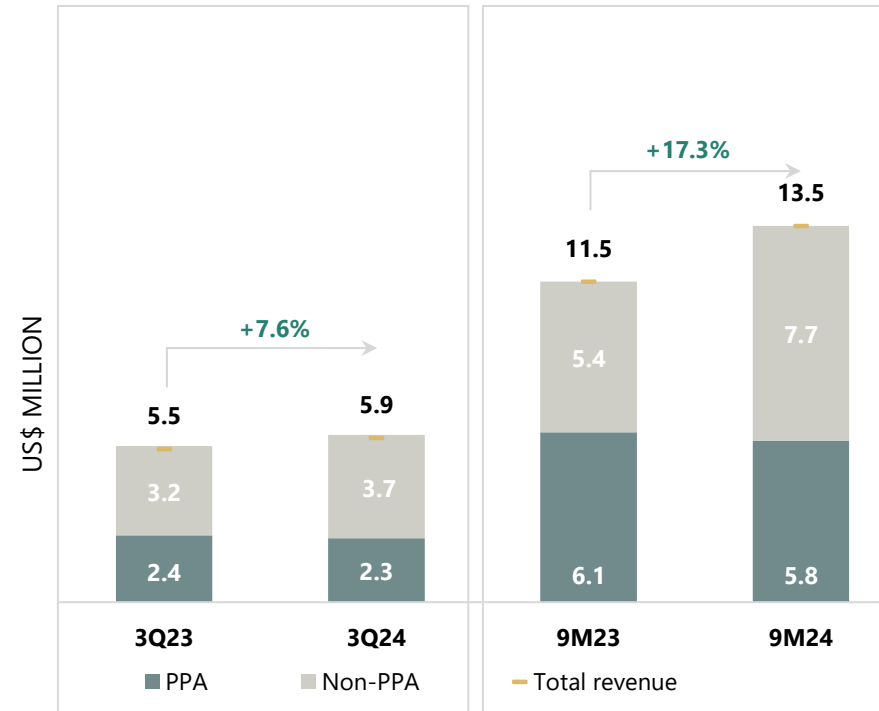


## RENEWABLE ENERGY

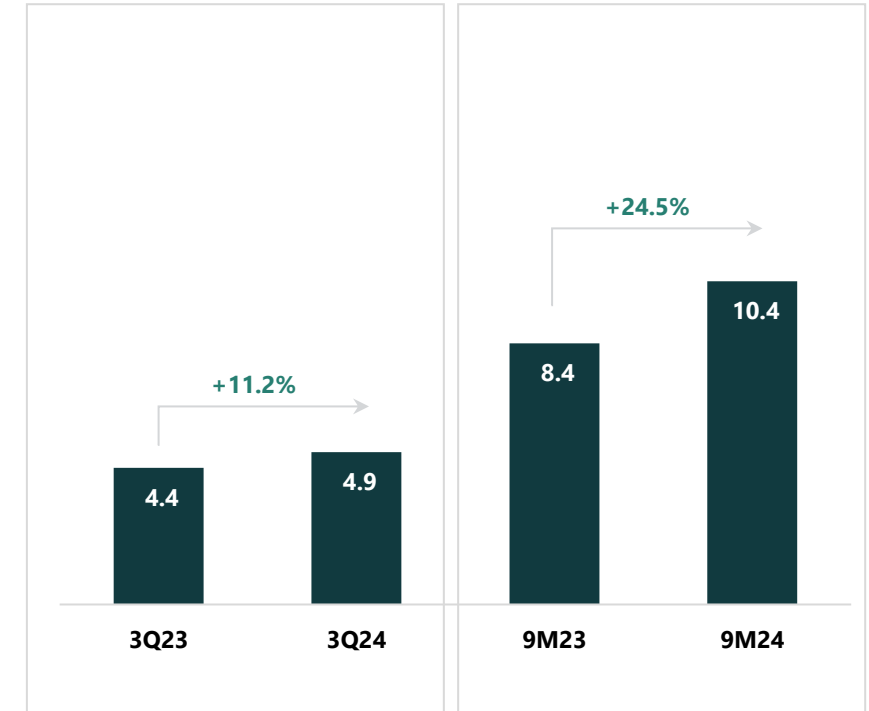
### KEY DRIVERS

- 3Q24 revenue was up 7.6% y-o-y, resulting from both improved electricity generation (up 5.5% y-o-y) and increased average electricity selling price (up 2.0% y-o-y) during the quarter.
- The operating expenses were well-managed, down 6.7% y-o-y in 3Q24.
- In 3Q24 the business repurchased and cancelled US\$ 1.9 million of its green bonds. As a result, the gross debt balance of the business currently stands at US\$ 73.0 million.
- The business paid US\$ 4.5 million dividends to GCAP in 3Q24.

### REVENUE DEVELOPMENT



### EBITDA DEVELOPMENT



### KEY OPERATING HIGHLIGHTS

	3Q23	vs.	3Q24	Change y-o-y	9M23	vs.	9M24	Change y-o-y
Electricity generation (GWh)	97.4		102.8	+5.5%	203.2		236.9	+16.6%
Average sales price (US\$/MWh)	56.4		57.5	+2.0%	56.4		56.8	+0.7%





# RENEWABLE ENERGY BUSINESS VALUATION OVERVIEW

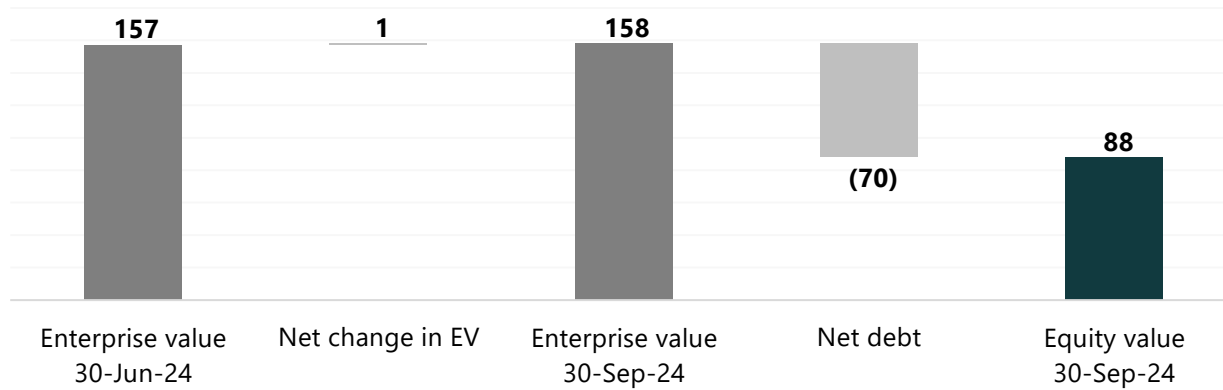
## VALUE DEVELOPMENT OVERVIEW | 3Q24 (US\$ MILLION)

Change q-o-q

+0.6%

+1.0%

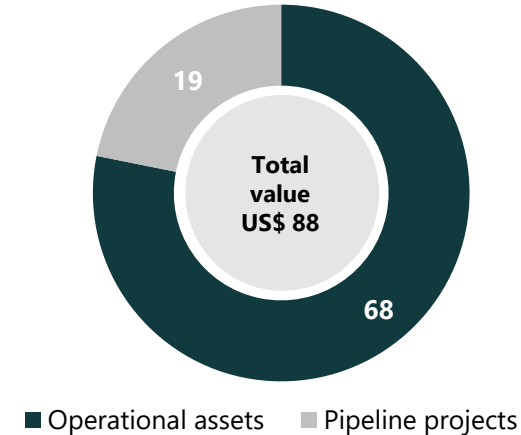
+0.3%



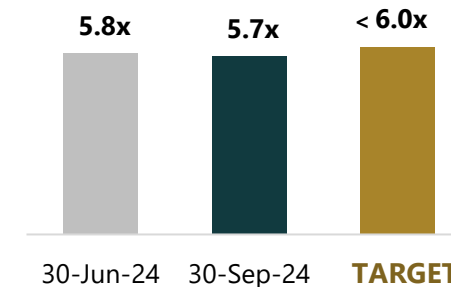
## VALUATION HIGHLIGHTS<sup>1</sup>

US\$ million, unless noted otherwise	YTD PROGRESS				
	30-Sep-24	30-Jun-24	Change	31-Dec-23	Change
Enterprise value	158.0	157.1	0.9	169.6	(11.6)
LTM EBITDA	12.5	12.2	0.3	12.0	0.5
Implied EV/EBITDA multiple <sup>2</sup>	11.2x	11.5x	(0.3)x	12.6x	(1.4)x
Investments at cost (EV) <sup>3</sup>	18.1	17.1	1.0	19.5	(1.4)
Net debt	(70.2)	(69.4)	(0.8)	(70.5)	0.3
Equity value	87.8	87.6	0.2	99.1	(11.3)

## EQUITY FAIR VALUE COMPOSITION AT 30-SEP-24 (US\$ MILLION)



## NET DEBT TO EBITDA<sup>4</sup>



**Georgia Capital PLC** | 1. The independent valuations of the large and investment portfolio companies are performed on a semi-annual basis. In 3Q24, our private large and investment portfolio companies were valued internally by incorporating 3Q24 results, in line with IPEV guidelines and methodology deployed in 1H24 by a third-party independent valuation firm. 2. Implied EV/EBITDA is calculated based on normalised LTM EBITDA. 3. Investments at cost include the pipeline projects. 4. Ratio is calculated in US\$ terms.

# EDUCATION BUSINESS OPERATING PERFORMANCE OVERVIEW

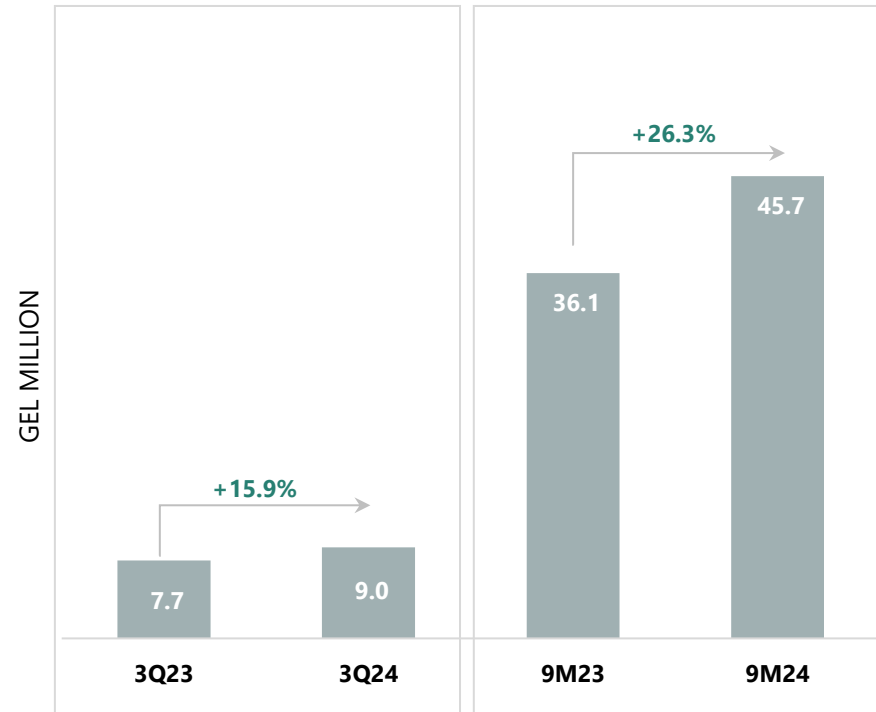


## EDUCATION

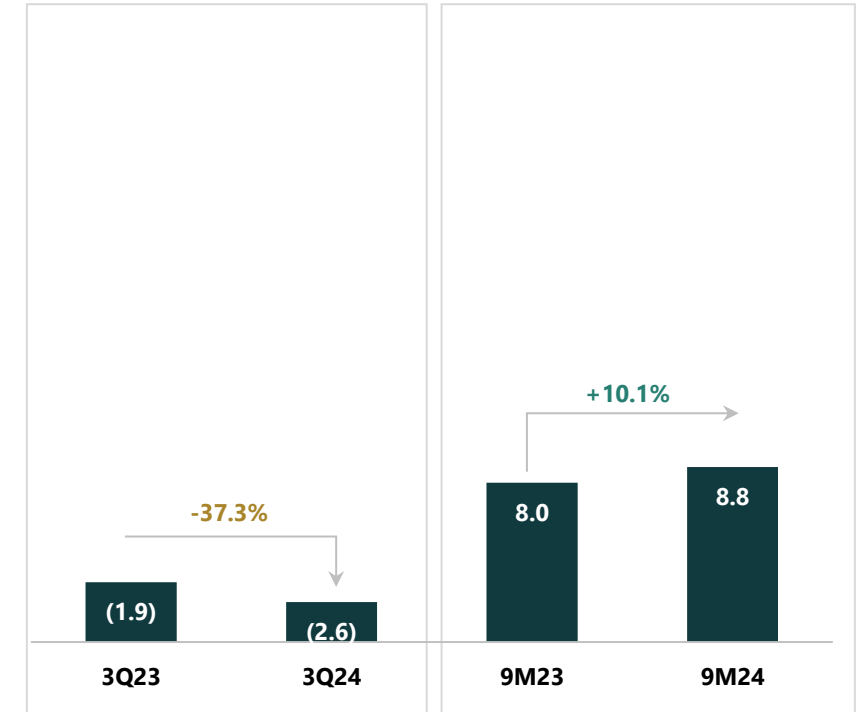
### KEY DRIVERS

- The third quarter is usually a slow season for the education business, as the schools are not operational during the July-August holidays.
- A y-o-y increase in the 3Q24 revenue reflects:
  - The organic growth through strong intakes and a ramp-up of the utilisation; and
  - expansion of the business through the launch and acquisition of two new campuses in 2023.
- Operating expenses were up by 20.1% y-o-y in 3Q24, mainly reflecting increased salary, catering and utility expenses, in line with the expansion of the business.
- The total number of learners increased by 693 learners y-o-y to 6,593 learners at 30-Sep-2024.

### REVENUE DEVELOPMENT



### EBITDA DEVELOPMENT



### KEY OPERATING HIGHLIGHTS

	3Q23	vs.	3Q24	Change y-o-y	9M23	vs.	9M24	Change y-o-y
Capacity	7,270		8,095	+11.3%	7,270		8,095	+11.3%
Number of learners	5,900		6,593	+11.7%	5,900		6,593	+11.7%
Capacity utilisation	81.2%		81.4%	+0.3 pts	81.2%		81.4%	+0.3 pts

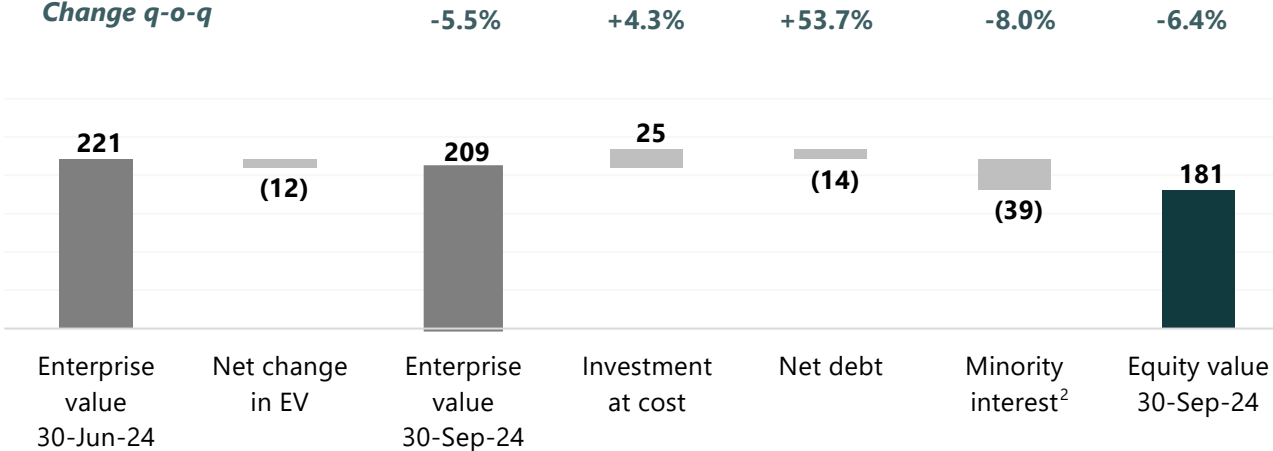


# EDUCATION BUSINESS VALUATION OVERVIEW

## VALUE DEVELOPMENT OVERVIEW | 3Q24

(GEL MILLION)

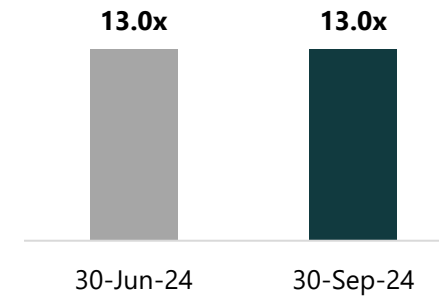
Change q-o-q



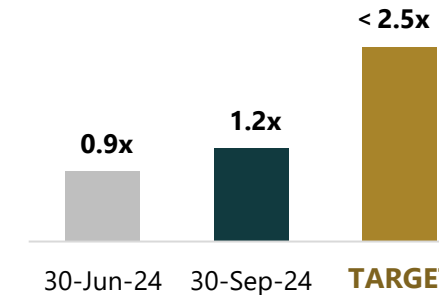
## VALUATION HIGHLIGHTS<sup>1</sup>

GEL million, unless noted otherwise	YTD PROGRESS				
	30-Sep-24	30-Jun-24	Change	31-Dec-23	Change
Enterprise value	209.2	221.3	(12.1)	228.8	(19.6)
LTM EBITDA <sup>3</sup>	16.1	17.0	(0.9)	13.7	2.4
Implied EV/EBITDA multiple	13.0x	13.0x	-	16.7x	(3.7)x
Net debt	(13.6)	(8.8)	(4.8)	(16.5)	2.9
Investments at cost	24.9	23.8	1.1	30.5	(5.6)
Total equity value of GCAP's share	181.0	193.4	(12.4)	189.2	(8.2)

## LTM EV/EBITDA DEVELOPMENT<sup>4</sup>



## NET DEBT TO EBITDA



**Georgia Capital PLC** | 1. The independent valuations of the large and investment portfolio companies are performed on a semi-annual basis. In 3Q24, our private large and investment portfolio companies were valued internally by incorporating 3Q24 results, in line with IPEV guidelines and methodology deployed in 1H24 by a third-party independent valuation firm. 2. GCAP has different ownership stakes across schools (70-90%). 3. The LTM EBITDAs used in the valuation assessment of the education business incorporate the functional currency adjustment at certain schools. The LTM EBITDA calculations do not factor in the performance of recently launched schools, which are added to the equity value of the business at cost. 4. The forward-looking implied valuation multiple is estimated at 10.5x for the 2024-2025 academic year.

# CLINICS & DIAGNOSTICS BUSINESS OPERATING PERFORMANCE OVERVIEW

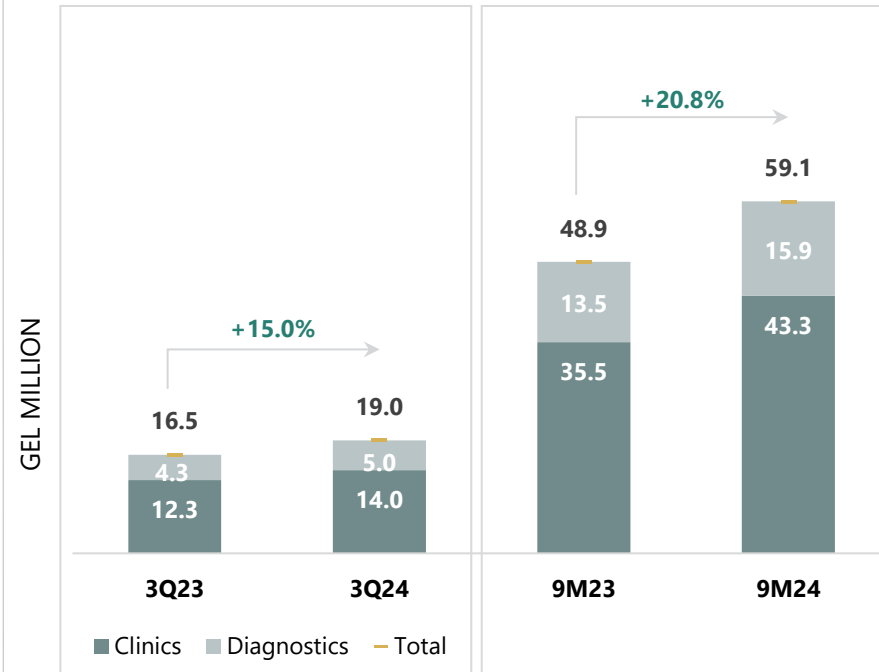


## CLINICS & DIAGNOSTICS

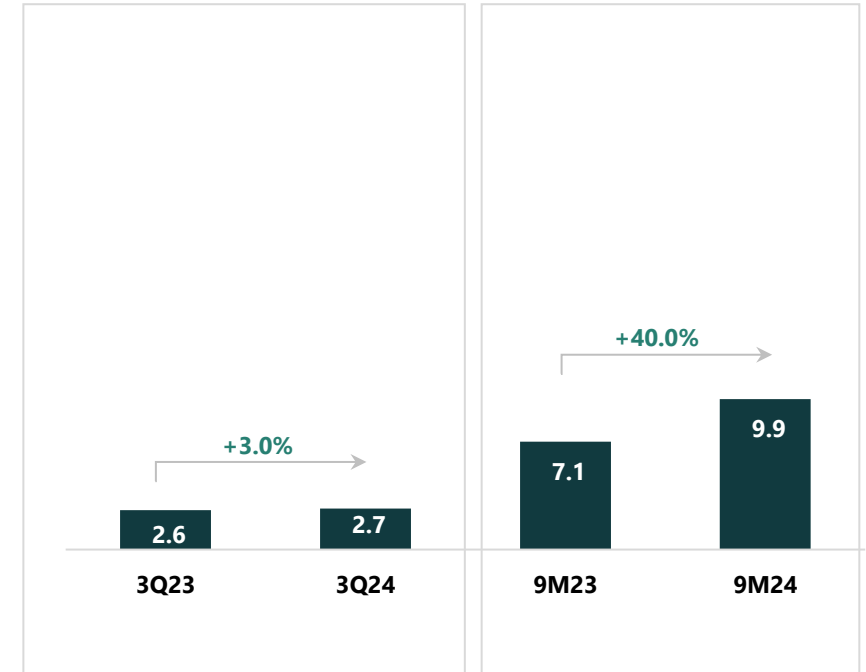
### KEY DRIVERS

- The growth in revenue and EBITDA of the combined clinics and diagnostics business in 3Q23 reflects:
  - the increased demand for high revenue-generating services driven by the business' proactive approach to customer acquisition and service enhancements; and
  - the expansion of the business through the launch of two new ambulatory centres in 2023.
- Operating expenses were up by 28.0% y-o-y in 3Q24, in line with the expansion of the business.

### REVENUE DEVELOPMENT<sup>1</sup>



### EBITDA<sup>2</sup> DEVELOPMENT



### KEY OPERATING HIGHLIGHTS

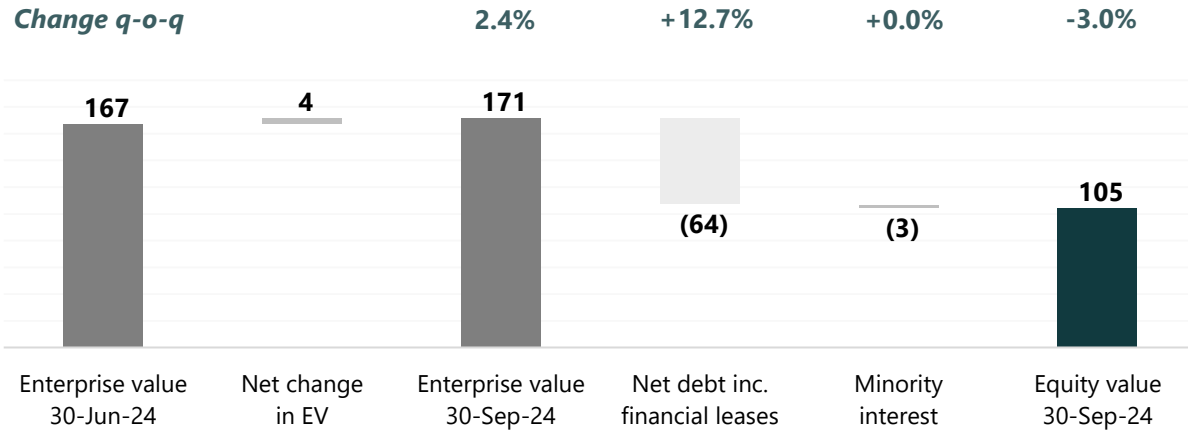
	3Q23	vs.	3Q24	Change y-o-y	9M23	vs.	9M24	Change y-o-y
<b>Clinics</b>								
Number of admissions ('000)	356.0		391.9	+10.1%	1,148.4		1,290.6	+12.4%
Number of registered patients ('000)	392.0		390.5	-0.4%	392.0		390.5	-0.4%
<b>Diagnostics</b>								
Number of patients served ('000)	164.3		174.9	+6.5%	577.5		592.9	+2.7%
Number of total tests performed ('000)	563.9		593.2	+5.2%	1,813.2		2,004.0	+10.5%





# CLINICS & DIAGNOSTICS BUSINESS VALUATION OVERVIEW

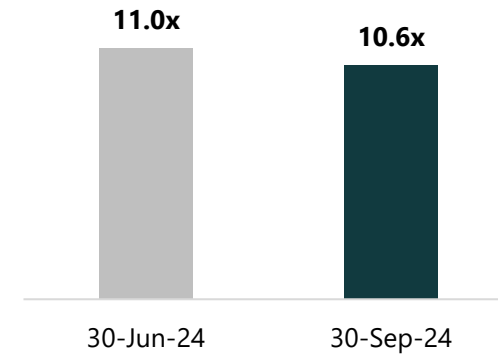
## VALUE DEVELOPMENT OVERVIEW | 3Q24 (GEL MILLION)



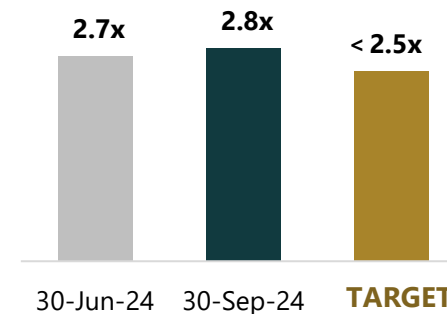
## VALUATION HIGHLIGHTS<sup>1</sup>

GEL million, unless noted otherwise	YTD PROGRESS				
	30-Sep-24	30-Jun-24	Change	31-Dec-23	Change
Enterprise value	171.5	167.5	4.0	171.8	(0.3)
LTM EBITDA	16.1	15.2	0.9	11.8	4.3
Implied EV/EBITDA multiple	10.6x	11.0x	(0.4)x	14.5x	(3.9)x
Net debt incl. lease liabilities	(64.4)	(57.1)	(7.3)	(58.5)	(5.9)
Equity value of GCAP's share	104.6	107.8	(3.2)	110.8	(6.2)

## IMPLIED LTM EV/EBITDA DEVELOPMENT



## NET DEBT TO EBITDA (excl. IFRS 16)



**Georgia Capital PLC** | 1. The independent valuations of the large and investment portfolio companies are performed on a semi-annual basis. In 3Q24, our private large and investment portfolio companies were valued internally by incorporating 3Q24 results, in line with IPEV guidelines and methodology deployed in 1H24 by a third-party independent valuation firm. The valuation inputs as at 30-Jun-24 and 31-Dec-23 reflect the retrospective adjustment for GEL 2.9 million gain recorded from the sale of one of the polyclinics buildings in 3Q23.

# DELEVERAGING ACROSS OUR PRIVATE PORTFOLIO



**AGGREGATED LEVERAGE  
ACROSS OUR PRIVATE LARGE  
AND INVESTMENT STAGE  
PORTFOLIO COMPANIES AT  
3.1x AS OF 30-SEP-24**

ADJUSTED NET DEBT/EBITDA	30-JUN-24	CHANGE	30-SEP-24	TARGET (OVER THE CYCLE)
<b>LARGE PORTFOLIO COMPANIES</b>				
Retail (pharmacy) <sup>1</sup>	2.4x	-0.2x	2.2x	Up to 1.5x
Insurance (P&C and Medical)	0.7x	-0.4x	0.3x	No leverage
Hospitals	6.2x <sup>2</sup>	-0.3x	5.9x <sup>2</sup>	Up to 2.5x
<b>INVESTMENT STAGE PORTFOLIO COMPANIES</b>				
Renewable Energy <sup>3</sup>	5.8x	-0.1x	5.7x	Up to 6.0x
Education	0.9x	+0.3x	1.2x	Up to 2.5x
Clinics and Diagnostics	2.7x <sup>4</sup>	+0.1x	2.8x	Up to 2.5x

**Georgia Capital PLC** | General note: Figures for Hospitals, Retail (Pharmacy), Clinics and Diagnostics are given excluding IFRS 16 effects; Net debt/EBITDA is adjusted for capital commitments. 1. Includes the application of the minority buyout agreement. 2. EBITDA excludes the performance of the divested regional hospital, while net debt takes into account the cash proceeds from the transaction. 3. Renewable energy ratio is calculated in US\$. 4. LTM EBITDA excludes the gain of GEL 2.9 million from the sale of one of the polyclinics buildings in 3Q23.

# PRIVATE PORTFOLIO COMPANIES' DEBT MATURITY PROFILE



<b>GROSS DEBT MATURITY AS OF 30 SEPTEMBER 2024 (GEL MILLION)</b>	<b>2024</b>	<b>2025</b>	<b>2026</b>	<b>2027-2036</b>	<b>Total</b>
<b>Large portfolio companies</b>	<b>46.6</b>	<b>141.0</b>	<b>107.2</b>	<b>217.5</b>	<b>512.3</b>
Retail (Pharmacy) <sup>1</sup>	38.4	67.5	43.2	67.7	216.8
Insurance (P&C and Medical)	-	3.0	6.5	20.0	29.5
Hospitals	8.2	70.5	57.5	129.8	266.0
<b>Investment stage portfolio companies</b>	<b>2.4</b>	<b>23.5</b>	<b>8.5</b>	<b>227.7</b>	<b>262.1</b>
Renewable Energy	-	0.6	-	199.2	199.8
Education	1.1	4.0	4.4	25.4	34.9
Clinics and Diagnostics	1.3	18.9	4.1	3.1	27.4
<b>Other businesses<sup>2</sup></b>	<b>54.7</b>	<b>55.2</b>	<b>130.7</b>	<b>53.6</b>	<b>294.2</b>
<b>Total</b>	<b>103.7</b>	<b>219.7</b>	<b>246.4</b>	<b>498.8</b>	<b>1,068.6</b>

1. Includes GEL c.40 million debt for financing the minority shareholder buyout in FY23.

2. Gross debt of other businesses includes the outstanding portion of the 2-year US\$ 35 million bond issued by the housing development business in October 2022 and the recently issued US\$ 25 million 2-year local bond in August 2024. The 2024 gross debt balance of other businesses has been adjusted accordingly.

# VALUATION PEER GROUP



## RETAIL (PHARMACY)

- NEUCA S.A. | Poland
- Sopharma Trading AD | Bulgaria
- S.C. Ropharma S.A. | Romania
- SALUS, Ljubljana, d. d. | Slovenia
- Great Tree Pharmacy Co., Ltd. | Taiwan
- Dis-Chem Pharmacies Limited | South Africa
- Clicks Group Limited | South Africa

## P&C INSURANCE

- Dhipaya Insurance | Thailand
- Zavarovalnica Triglav | Slovenia
- Pozavarovalnica Sava | Slovenia
- Aksigorta | Turkey
- Anadolu Sigorta | Turkey
- Bao Minh Insurance | Vietnam
- Turkiye Sigorta | Turkey

## MEDICAL INSURANCE

- Powszechny Zaklad Ubezpieczen SA | Poland
- Allianz SE | Germany
- UNIQA Insurance Group AG | Austria
- Ageas SA/NV | Belgium

## HOSPITALS

- Medcover AB | Sweden
- EMC Instytut Medyczny SAEMC SA | Poland
- Med Life S.A. | Romania
- Netcare Limited | South Africa
- MLP Saglik Hizmetleri A.S. | Turkey
- Life Healthcare Group Holdings Limited | South Africa

## RENEWABLE ENERGY\*

- BCPG Public Company Limited | Thailand
- ERG S.p.A | Italy
- Polenergia S.A. | Poland
- Terna Energy Societe Anonyme | Greece

## EDUCATION

- SISB Public Company Limited | Thailand
- Curro Holdings Limited | South Africa
- Overseas Education Limited | Singapore
- Cairo For Investment & Real Estate Development S.A.E | Egypt
- Cogna Educação S.A. | Brazil
- Colegios Peruanos S.A. | Peru
- ADvTECH Limited | South Africa

## CLINICS AND DIAGNOSTICS

- EMC Instytut Medyczny SA | Poland
- Med Life S.A. | Romania
- Medcover AB | Sweden
- Fleury S.A. | Brazil



# FORWARD LOOKING STATEMENTS



This presentation contains forward-looking statements, including, but not limited to, statements concerning expectations, projections, objectives, targets, goals, strategies, future events, future revenues or performance, capital expenditures, financing needs, plans or intentions relating to acquisitions, competitive strengths and weaknesses, plans or goals relating to financial position and future operations and development. Although Georgia Capital PLC believes that the expectations and opinions reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations and opinions will prove to have been correct. By their nature, these forward-looking statements are subject to a number of known and unknown risks, uncertainties and contingencies, and actual results and events could differ materially from those currently being anticipated as reflected in such statements. Important factors that could cause actual results to differ materially from those expressed or implied in forward-looking statements, certain of which are beyond our control, include, among other things: regional instability; regional instability; currency fluctuations and risk, including depreciation of the Georgian Lari, and macroeconomic risk, regulatory risk across a wide range of industries; investment risk; liquidity risk; portfolio company strategic and execution risks; and other key factors that could adversely affect our business and financial performance, including those which are contained elsewhere in this presentation and in our past and future filings and reports and also the 'Principal Risks and Uncertainties' included in the 1H24 Results Announcement and in Georgia Capital PLC's Annual Report and Accounts 2023. No part of this presentation constitutes, or shall be taken to constitute, an invitation or inducement to invest in Georgia Capital PLC or any other entity and must not be relied upon in any way in connection with any investment decision. Georgia Capital PLC and other entities undertake no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise, except to the extent legally required. Nothing in this presentation should be construed as a profit forecast.